

D. W. Grimes

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XXXVIII

OCTOBER, 1923

No. 4

Painesville Nurseries TREES

We are again in position to offer to the trade the product of great blocks of Nursery Stock. VARIETIES are proven standard varieties. QUALITY is proven S. & H. Co. quality,—none better. GRADES are established S. & H. Co. grades,—no skimping. PRICES are S. & H. Co. prices,—without fear or favor; they are just about right.

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SEASONABLE SEEDS

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ROCHESTER, N. Y.

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For Season Of 1923
Pears, Cherries and Roses
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A Complete Variety List
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NIALS, EVERGREENS.**

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1000 Acres GENEVA, N. Y. 77 Years

A General Variety
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35,000 Norway Maple and American Elm,
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1 year in car lots or less.

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BRIDGEPORT, IND.

Princeton Products
Are
Ornamental
Trees, Shrubs and Evergreens of high
grade for the wholesale trade

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Princeton in New Jersey

October first

1923

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We Offer For Fall 1923

Apple Grafts two year and Buds one
year; Sweet and Sour Cherries, one and
two year; Standard and Dwarf Pears, two
year; Peaches, one year.

European and Japan Plums, one and two
year.

Barberry, Extra Strong, two year.

California Privet, two year, Extra Large.

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ESTABLISHED 1847

Offers a fine stock of *Specimen*
Ebergreens, Fruit and Orna-
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Will be pleased to quote on your list of wants.

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MONROE - - - MICHIGAN

MANUFACTURERS OF
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Send Us Your Want List

APPLES, 1 and 2 year

PEACH,

GRAPES, 2 and 3 years.

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ORNAMENTAL TREES and SHRUBS

CALIFORNIA PRIVET, 2 year

BARBERRY THUNBERGII

Franklin Davis Nurseries, Inc.

629-631 N. Howard Street Baltimore, Maryland

THIS PAGE PRESENTS American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Sixth Annual Meeting
in Atlantic City, N. J., June, 1924. F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$6.00 PER MONTH UNDER YEARLY
CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

HILL'S EVERGREENS FOR LINING OUT

Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Rhothas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

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The D. HILL NURSERY Co., Inc.
Evergreen Specialists
Largest Growers in America
Box 402 Dundee, Ill.

Naperville Nurseries

— Growers of —

TREES EVERGREENS
SHRUBS PERENNIALS, Etc.
LINING OUT STOCK

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TELEPHONE, NAPERVILLE No. 1.

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Fall 1923 - Spring 1924

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ROSES—Rosa Hugonis
SHRUBS—
BOX BARBERRY
VIBURNUM PLICATUM
SPIREA—ANTHONY WATERER
WEIGELA—EVA RATHKE
Write for Quotations

The Conard & Jones Co
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June Budded Peach
Year old Apple
Year old Pear
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Hedge

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Complete collection of Broad-leaved Evergreens, such as Japanese and American Holly, Rhododendrons Hybrids, Enonymus, Ilex glabra.

Complete collection of choice Evergreens, our own grafting.
Azalea mollis, Japanese varieties.
Choice Herbaceous Plants, of the less common varieties.
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When in New York do not neglect to call on us—Ten miles from New York City.

Rutherford, New Jersey

GRAPE VINES

My stock of grape vines this year will consist of both one and two year. The two year will all be from one year transplanted. The one year from cuttings planted this spring, 1923. Varieties principally Moore's Early and Concord. My one year vines will be graded strong as follows:

1-year XX—Equal to 2-year-1
1-year-No.-1 1-year-No.-2
1-year-No.-3

"Correspondence is Solicited"

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MARYLAND.
CHARLES M. PETERS, Proprietor.

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SHRUBS

Altheas in varieties, Barberry Thunbergii seedlings, Calycanthus, Deutzia, Lonicera, California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houttei, Write for quotations.

FOREST NURSERY CO. BOYD BROS. McMinnville, Tenn.

IT IS NONE TOO SOON

to secure your Lining Out Stock. We have good stands, a large assortment Seasonable weather and everything is on the jump. Send your *want lists* as soon as possible. Selling close on some items already.

Have especially nice stocks of Nuts, Oaks, Oriental Plane, Climbing Roses, Wistaria, Weigela, Grape Vines, etc., etc *Wholesale Only.*

Atlantic Nursery Co., Inc.
BERLIN MARYLAND

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FOR LINING OUT

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"WE GROW OUR OWN TREES."

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EVERGREENS

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Millions of Evergreens and Deciduous Trees
Complete in grades and sizes

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Heavily rooted, at 50c B. & B.

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New list of Ferns and Native
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1,000,000 Hardwood Cuttings

Special Prices on California Privet

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Best Tree Digger on Earth



Write for Descriptive Circular and Prices

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Nurseries & Orchards Co.
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Our stock of Roses for the present season is fully up to the usual standard, both in quantity and quality. In fact, we have the best roses we have ever grown.

The following comprises our surplus at this date:

7000 American Beauty	1500 Luxembourg
300 Bessie Brown	300 M. C. Hechester
500 Capt. Christy	150 Mnd. Abel Chastany
2200 Etoile de France	1800 Mme. Caro. Testout
750 Etoile de Lyon	200 Mme. Jenny Guillemot
9800 Frau Karl Druschki	750 Mlle. Fran. Kruger
540 Geo. Dickson	1500 Maman Cochet, White
2000 Gen. Washington	1300 Maman Cochet, Pink
1400 Jonkheer J. L. Mock	800 Mrs. Dudley Cross
1000 Killarney, Pink	4000 Magna Charta
300 Killarney, White	1800 Meteor
6000 K. A. Victoria	9000 Paul Neyron
300 La Detroit	6000 Radiance, Pink
2500 Lady Hillingdon	3000 Radiance, Red
2000 La France, Pink	1500 Sunburst
2000 La France, White	1100 Ulrich Brunner

Climbers:

3000 American Beauty	2000 Marechal Neil
1400 R. M. Henriette	1500 Meteor
1000 Mrs. Robt. Peary	

Make up your want list from the above and we will be glad to quote best possible prices. These can be furnished in both No. 1 and No. 1-3, field grown, strictly first class.

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General line of Nursery Stock in addition to items here mentioned.

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We want Cut Leaf Birch—advise sizes you can furnish and prices.

We offer

Apple, Standard Pear, Peach, Plum, Concord
Grape one and two year: California Privet
(one year), Amoor River South one
and two year, Extra fine; Magnolia
Grandiflora (all sizes).
Roses (budded).

Send Us Your Want List for Quotation

Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast
To Coast and Highly Indorsed by
Leaders Everywhere Is

The American Nurseryman
Rochester, N. Y.



BUSINESS announcements in this Chief
Exponent of the American Nursery
Trade reach every nurseryman culti-
vating ten acres or more in every State
in the Union. The only publication of the kind.
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er in movements which have characterized trade
progress for a quarter of a century! Absolutely
independent.

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AN EDITORIAL POLICY OF NOTE
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A TRADE JOURNAL THAT IS READ
SPECIAL FEATURES IN EVERY ISSUE

Advertising: \$2.50 Inch. Subscription: \$2.00 Per Year.
AMERICAN FRUITS PUBLISHING CO.,
Box 124, Rochester, N. Y.

AMERICAN NURSERYMAN ---- October, 1923

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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The
Preferred
Stock

The
Preferred
Stock

OUR
Fall Price List
IS
Ready Now

OFFERING

"J. & P. Preferred Stock" Specialties

and a general assortment of

Roses, Shrubs, Vines, Perennials

Evergreens, Fruit and Shade Trees

to

The Trade Only

JACKSON & PERKINS COMPANY

ROSE GROWERS AND NURSERYMEN

Wholesale Only

NEWARK

NEW YORK STATE

The
Preferred
Stock

Stock
Preferred
The

Catalogues

that measure up to present advertising standards, must be printed in a way to get instant attention and hold the interest. That first impression must do more: for the quality of the printed offer subtly suggests the quality of the things offered.



Nurserymen who would use the salesmanship possible in catalogues, can find here complete equipment for printing whether plain or in colors; and the intelligent co-operation that comes of years of experience in marketing nursery stock.



An inquiry will imply no obligation whatever and will bring samples of our printing and an estimate on your requirements.



THE DUBOIS PRESS

Horticultural Color Printers

Rochester, New York



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OUR NEW PRICE LIST

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Write if you don't get your copy.

**WE OFFER THE THINGS YOU ARE
LOOKING FOR AT THE RIGHT PRICE**

We want you to pronounce

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C. R. BURR & COMPANY

MANCHESTER, CONNECTICUT

General Nurserymen

WE DO NOT SELL AT WHOLESALE TO RETAIL BUYERS

Chief Exponent of the American Nursery Trade

The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,

39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00

Canada and abroad : 50 cents extra per year

ADVERTISING RATE, \$2.80 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

American Nurseryman

The Chief Exponent of the American Nursery Trade

National Journal of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES—BYRON

Vol. XXXVIII

ROCHESTER N. Y., OCTOBER, 1923

No. 4

The California Code of Credit Explained by Secretary

IN EXPLANATION of the code of credit resolution passed by the California Association of Nurserymen at its last convention Secretary Chancellor K. Grady in a bulletin says:

"It is our purpose to encourage the establishment of modern principles of doing business in the trade. The resolutions adopted at the convention establish sixty days as the maximum time settlement of wholesale accounts between our members, and we urge the use of trade acceptances in cases where a cash settlement can be made within the specified time.

"A trade acceptance is simply a promise to pay a certain sum on a given date and has the advantage that the creditor who receives it can have it discounted at his bank, and thus get his money to carry on his business. There are several forms of these acceptances, and your banker will be glad to assist you in preparation of them. If you are the debtor, you will be called upon to pay the acceptance at its maturity by the bank or the holder of it, and you should therefore exercise care that you are in a position to meet it when due. If you have received a trade acceptance in payment of a bill due to you, you can take it to your bank and have it discounted for cash, when the bank will require you to endorse it. If the acceptance is paid at maturity, that is the end of your concern with it, but if the debtor refuses or fails to pay, your bank will require you to make good the amount.

"No business of any size, and no growing business, can operate entirely on its own capital. It is necessary at times to approach your bank for a loan to tide over your orders. Your bank will lend money only on two conditions; first, that your personal standing is up to par; and second, that your books show your business to be in a healthy condition, and probable to meet the loan when due. Consequently, if there is a considerable percentage of long time obligations on your books, the bank will fear to go very far in helping you, because your assets are "frozen," that is, they appear not to be readily collectible. Most banks have come to the point where any obligation of over sixty days' standing on the books of their clients is considered to be frozen, and therefore worthless from the bank's standpoint.

"Consequently, the adoption and enforcement of a sixty days' rule between Nurserymen will tend to render accounts more liquid, and thus will make them more attractive to the bankers as security for a loan. This alone would justify the universal adoption of this rule as the maximum allowance of credit.

"There is another point, however, which is more immediately pressing on our average member. Your money is tied up for

long periods in the production of your stock, and by the time you have it ready to sell, you are usually in a position where it is necessary for you to get the money out of it. To remain in business you must also carry along quantities of stock from the propagation stage of maturity, and to grow into a prosperous business you must be increasing your investment in your product.

"Now then, if you cannot get your money in a reasonable time, you are forced to curtail your operations, thus reducing your chances for success in your chosen calling, or else you have to find some way of borrowing money to tide you over until your tardy customers meet their bills. The banks do not like your slow list of customers, and hold back from making you a loan. The vicious circle brings you back where you started, leaving you in the midst of a hopeless struggle to keep your head above water, while at the time there is enough on your books to put you in a comfortable position if you could only get hold of the money. In turn you are compelled to injure your own credit in the community by standing off your creditors, who want their money for the same reasons that you do.

"In the meantime, your debtors are retailing the goods you furnished them, and if they are wise they are getting cash or thirty days time on their sales. They are using your money to finance their business, paying cash elsewhere and letting you hold the bag. You are then in effect in the banking business, letting them have your money to build up their business, and getting nothing but promises to pay sometime, which buys you no bread and butter.

"This condition is not at all peculiar to the Nursery industry, and every trade has had the same problem. In every case the solution has been found in shortening the credit terms allowed. When this has been done sometimes the customer has howled, but he has very quickly found that the new practices benefited him as much as anyone else, and today no one would think of asking a wholesale house for six months' credit, or a retail grocer for more than thirty days. Business is better and service is on a higher

plane because a greater volume of business can be done on a given capital than under the old conditions.

"To insist that all bills in the trade should be paid within sixty days is merely applying this proven principle to our business, and if all our members will adopt and enforce this rule, there will be more and better business for all. You will have to borrow less money to carry on your work, and at the same time you will find your bank becoming eager to carry your loans for you. So your financial problems will be less difficult and you will enjoy greater prosperity."

Southern Nurserymen Association

At the annual meeting of the Southern Nurserymen's Association held in Atlanta, Sept. 5 and 6 officers elected:

Pres., Walter W. Hillenmeyer, Lexington, Ky.; Vice-Pres., Jas. G. Baillie, Augusta, Ga.; Sec-Treas., O. W. Fraser, Birmingham, Ala. The next meeting will be held in Greensboro, N. C., the first Wednesday in September, 1924.

There were about one hundred Nurserymen at the meeting, the attendance at the business meeting being unusually good. On Wednesday the Nurserymen were entertained at luncheon at the Piedmont Hotel by H. C. Caldwell, of the Ashford Park Nursery, Atlanta, Ga., after which they were the guests of Mr. Caldwell at a matinee at Keith's Vaudeville Theatre. The newspapers of Atlanta gave unusual publicity to this meeting, and the Nurserymen felt that the welcome and hospitality extended by Atlanta was all that could be expected. In fact, they were so pleased with their treatment in Atlanta that the committee on time and place recommended that the Association meet in Atlanta every other year, alternating with some other city to be chosen from time to time; and this recommendation was adopted.

George W. Winfrey, Deputy Inspector of the Arkansas State Plant Board reports that he has found Nursery stock in much better condition than usual. This is due to a more favorable season and to elimination of careless handling on the part of many growers. The stock is cleaner and freer from disease and pests than usual.

Greater Use of Evergreens by Nurserymen

By Bruce Howell, Knoxville, Tenn., Before Southern Nurserymen's Association

It is getting so that no planting is complete in our territory without a liberal use of evergreens and many of our plantings are exclusively evergreen. Some are exclusively coniferous, and others are exclusively broad-leaf, and many are a mixture of each, which is better; but I like to see them used in connection with our flowering shrubs and foliage plants to tone them down and add a variety and grace which is lacking in

most evergreens that are commonly planted. I say commonly planted, because we Nurserymen are not familiar with many of our most beautiful and satisfactory evergreens, both coniferous and broad-leaf. Some of this unfamiliarity is caused by the difficulty in getting stock and some of it is caused by our tendency to grow this year what we successfully grew last year, and to let well enough alone. (Cont'd on page 92)

A MODERN ITALIAN NURSERY

By W. L. Howard, Professor of Pomology, University of California

THE peculiar horticulture of European countries makes special demands on the Old World Nurseries. They have, therefore, developed along somewhat different lines to the Nurseries of the United States. In the first place, from our viewpoint, they do not have orchards in Europe but fruit gardens. Furthermore, the percentage of amateur horticulturists in Europe is much greater than here. There every citizen who owns or can lease even the smallest tract of land is sure to have his own collection of fruit trees and these will be carefully selected to suit his needs and the area of land he has available for planting. Many excellent fruit gardens are not much larger than a good sized living room in a house. Under such circumstances, it is only natural that the few trees that can be planted will be selected with great care. Dwarf trees are highly popular. Everywhere trees are trained against walls, peach trees especially, being made to flatten out almost like grape vines. Fruits like apples and pears are trained cordon style and used as borders for garden paths. Both these fruits are also widely grown as espaliers and as such are both useful and ornamental. The amount of fruit that can be produced for some of these little gardens is almost unbelievable. The quality is often exceedingly high, too. The average traveler, who rarely ever sees any good fruit in Europe, will scarcely believe this. The explanation is that most of this fruit grown in private gardens never appears on the markets.

EUROPEAN NURSERY METHODS

To meet the special needs of the highly cultivated fruit gardens, the Nurserymen not only grow the kinds and varieties of fruits desired but they also train the trees to the desired shapes in the Nursery. It may require several years to shape a tree properly in the Nursery. This is not only true of the various forms of dwarf trees, but also the standards. However, a standard tree in Europe is quite a different matter to what is known as standards here. Practically all species and varieties of standard trees there are headed at a height of nearly six feet from the ground. (In Italy the exact height is 1.65 meters—65 inches; in France and Germany 1.8 meters—71 inches). Sometimes the trunk of these high headed trees consists of some special variety known to be resistant to insects, diseases or sunburn. Whether double-worked or not, all standard trees are pinched or cut back to the desired height which causes them to throw out a cluster of branches at that point. Such trees of course cannot be made ready to be sold under two years; as a matter of fact, a high percentage are three and four years when sold and some may reach the extreme age of ten years before they reach their final home in some fruit garden. I hasten to add that all these trees are transplanted every year and finally sold the roots are balled like citrus trees. This consists in digging the trees carefully so that a large ball of earth containing the fibrous roots will be left intact and held together by means of a burlap wrapper. Trees of this kind are ready to begin bearing the same year they are planted. Hence the demand for old trees. And the customer appears perfectly willing to pay for all the trouble that may be necessary for handling these trees for several years in the Nursery.

But I started out to tell something about

an up-to-date Italian Nursery that I had the pleasure of visiting for a few days on a recent trip to that country. Fratelli Sgaravatti (Sgaravatti Brothers) of Saonara, (Padova), Italy, have been in business in the same place for more than 125 years. The firm owns and operates 420 acres of land, which consists of three or four separate tracts several miles apart. The headquarters are in the little town of Saonara, about seven miles from Padova, which is their shipping point. Saonara is in northeastern Italy about 23 miles west of Venice. The firm does a general Nursery business including ornamentals, and they also are large growers of vegetable seeds. For their export trade they make a specialty of collecting fruit tree seeds for stock purposes and shipping either the seeds or the seedlings. They are very large growers of apple, pear and Myrobalan seedlings. All of their pear and apple seed comes from Austria. They like these better than the French seed. These Austrian apple seedlings have probably been used in the United States rather extensively for several years. Since they came to us through French dealers, we believe them to be French seedlings; however, they strike me as being the same thing as the French seedlings, and certainly they are as good. The same is true of their Austrian pear seedlings. My belief is that they all come from the same parent stock, as all the European countries that can grow apples or pears at all, and most of them can, have scattering trees and sometimes orchards of seedling apples and pears, where the fruit is grown exclusively for the juice and seeds.

LARGEST COLLECTORS OF MYROBALAN SEEDS

According to my information, Fratelli Sgaravatti are the largest collectors of Myrobalan seeds. Practically every land-owner in the vicinity of Saonara who possesses from one to five acres of land has a fruit garden and among the trees are a few Myrobalan plums. These were planted many years ago when it was feared that the vineyards would be wiped out by Phylloxera and they would be deprived of their indispensable table beverage. However, the vineyards were saved and it is only occasionally that a grower finds it necessary to make a table drink from his plums. Now that there is such a big demand for the Myrobalan seeds the trees are quite profitable. In this particular part of Italy the small farmers are apt to have many standard trees planted in their gardens. It is only the person who has only a few square feet of land that use the dwarf, cordon and espalier trees to any great extent.

The management of the Sgaravatti Nursery is highly interesting. It is a splendid example of a paternalistic form of government. At present the firm consists of four brothers and their five cousins, all young men. Each man heads some department or division of the work. The father of the four brothers is president of the firm. He has been in this position only a comparatively short time, having succeeded his elder brother, the father of the five cousins, who at the age of 80 years voluntarily resigned the position. I never met a finer group of young men than these brothers and cousins, all named Sgaravatti. Among them they speak all the modern languages; and, unlike many of the Europeans one meets, they have traveled extensively.

One thing about this Nursery that impressed me very much was the fact that they had been growing stock on the same land for 125 years or longer, and of course the soil had been under cultivation for centuries before that time. In the first place, the soil is of the kind that we would expect to be fertile and which can be kept in a high state of fertility. The location is in the heart of the fertile Po River Valley. The Nursery stock for the most part is grown without irrigation. The average rainfall for the past 136 years, as taken from the records, has been approximately 40 inches annually. On the average during this period, there has been rain or snow on 110 days out of each year. Only three winters in 44 years have been without snow. I should say that although snow often falls during the winter, it does not remain long on the ground. The climate is much like that of Central Europe, except that the winters are not as severe. The principal fruits of the region are apples, pears, peaches, wine grapes and plums. There are no olive or citrus trees and only a few figs, and these in protected gardens. The grain crops of the region are wheat, corn, rice, rye and some barley.

PERPETUAL FERTILE LAND

The soil consists of a deep sandy loam, some of it quite sandy, which after having a judicious amount of organic matter incorporated into it, not only is fertile but wears well. While Nursery stock has been growing on this land for over a century, I found that that crop only occupied a place in a regular rotation of crops. Under their plan of management, as soon as the Nursery crop is off at the end of one or two years, the land is seeded to some legume like the horse bean. This is followed often by a root crop like rutabagas, then by a grain crop, possibly cut for hay before it is quite mature, and then back into Nursery stock again. The soil is apt to be given a dressing of barnyard compost every winter, although the quantity applied may seem small. Under this procedure I could not see that the land ever will decline in fertility.

Although the Nursery under discussion is the largest in Italy and one of the largest in Europe, extreme care is given to every detail of its business. I was surprised to find that no order is too small to be given careful consideration. They actually fill mail orders amounting to two cents or less in our currency, and I was informed that small orders from foreign countries, even across the seas, would be filled promptly and shipment made by mail. They are very anxious to do business with the United States Nurseries direct rather than through dealers in other countries. The proprietors seem to think that users of seedling stock in North America had the impression that Northern Italy was a semi-tropical country, and therefore not a good place to grow stock which would have to be planted in regions having severe winters. My own impressions were that nothing is farther from the truth. Climatically, I should say that their winters are much like those experienced along the Virginia coast, or like the west coast of Washington or Oregon.

I cannot close this article without saying a word about the personality of the members of the firm Fratelli Sgaravatti and the people of the northern provinces of Italy in general. In the first place, the average citizen of the United States, from his experience with Italians in this country, would never take these natives of the northern provinces to be Italians. Instead of being short and swarthy, the men are very apt to be tall, fair complexioned and often blue-

GROWING THE HARD TO GROW

An Address to Southern Nurserymen's Assn., Atlanta, Ga., Sept. 6, by Lee McClain, Knoxville, Tenn.

Mr. Howard wrote me some time ago and told me that someone had suggested that I give a talk on "Growing the Hard To Grow." Now, I don't know what this party has reference too, unless it was cherry, plum and Cedrus Deodora, as these are the three hardest things to grow that I know of, though not one is hard to grow, if you know how to grow them, and have the right kind of soil to grow them in.

The three most important things in growing cherry are: 1st, good stocks to start with, 2nd, the right kind of soil, and 3rd, well matured budsticks to bud with. My experience has been that we can get better results from French grown Mahaleb stocks that we can from stocks grown in the western states, providing that we can get good healthy one-year seedlings. Last year we got the worst lot of cherry seedling from France that I ever saw, and I understand that most everyone else got about the same kind of a deal that we did. But this year it was right the reverse, we got the finest lot that I ever saw. It is very important that you get cherry stocks planted out early. If we could get them, I would plant them out in December. We planted ours in February this year and didn't lose over one percent of them. The next important thing is to plant them on the right kind of soil. A dark red, or black loam with a deep clay subsoil is the

eyed. This part of Italy, because of its fertile soils, has always been a land of plenty and doubtless because of its cooler climate, the people are temperamentally different from those in the south of Italy. It is the southern provinces that have sent such large numbers of immigrants to this country, and we are apt to judge all Italy by them, which would be decidedly incorrect. There has not been much occasion for the inhabitants of the northern provinces to leave their homes in search of a better country.

The members of the house of Sgaravatti were as fine fellows as I ever came in contact with. Having traveled much, they are broad-minded and as business men they are keen and alert. They seemed to have all the business keenness of the Englishman, all of the courtesy and nice manners of the Frenchman, together with the warmth and cordiality of the high class Italian, a combination of spirit, business and sympathy that would be hard to find in any group of individuals anywhere.

HOW TO SEE EUROPEAN NURSERIES

If any horticulturist, Nurseryman or fruit grower has occasion to make a European trip I could hardly recommend that he visit say one big Nursery like the one at Maidstone in County Kent, England, two or three in the environs of Paris and then stop off at Padova, Italy, and go out to see Fratelli Sgaravatti at Saonara. This would give him a good comparative idea of the general Nurseries of Europe, and in addition at the last named place he could secure a fair notion of how the fruit tree seed and seedling business is handled on a large scale. It is true that enormous quantities of fruit tree seeds and seedlings come out of France, but it is difficult to find any large quantities of stock growing at any one place. At Saonara, everything can be seen together, including the regular and seedling Nurseries, as well as the collection and care of Myrobalan seeds.

very best soil for growing cherry. I never saw any cherry successfully grown on a light sandy soil. The next important thing is to get budsticks that are thoroughly matured. Get them from bearing trees if possible. In our budding this year we got from 95 to 98% of buds to live where we used buds from bearing trees, and where we cut buds from our 1-year trees we only got from 50 to 75% to live, the first time we budded. The proper time to bud depends altogether on the condition of the seedling. The best way is to plant the seedling as early as possible, and keep them well sprayed with bordeaux, and well cultivated, and in growing condition, and when you notice them beginning to stop growing on the top, then is the time to bud them, as the sap is in the right condition at this

A GREAT CHANGE

I feel a great change has come, in that there seems to be a much better understanding between the Nurserymen, and officials charged with pest control, or law enforcement. These officials no longer look at the Nurserymen as business men to be outlawed, and big Nurserymen no longer hold the attitude that the officials are seeking to put us out of business at every turn. There has come a recognition on our part that we must conduct our business according to ethical standards, and save our customers from diseased or infected stock. On the officials' part there is the recognition that we are legitimately engaged in a business of fundamental importance to the nation. If nothing else has been accomplished within recent years, excepting this more tolerant and cordial understanding, a great progress has been made.

J. Edward Moon, Chairman
Legislation Committee A. N.

time for the buds to heal on. In the spring after the seedlings have been cut back, and the 1-year buds have started to grow, it is very essential to start spraying with bordeaux about the middle of May, and keep it up every ten days or two weeks all through the summer, in order to retain the foliage and keep the trees growing. I think it is useless to try to grow cherry on Mazzard stocks in the Southern states, as the Mazzard stock will be matured up, and stopped growing before you can get any buds matured enough to bud with.

As to growing plum I think the best stock to use is Myrobalan. We get those from France also. We never have any trouble in getting a stand of buds on Myrobalan, if we can get well matured buds, and use a thin wood bud in budding. The trees also have a much better root system than they do when budded on peach, and the peach borer never attacks the trees, if they are budded on Myrobalan. We have never tried growing Damsons on Myrobalan, but I presume they would do just as well as any other variety of plum. We are growing plums three ways this year, we are budding some of them on Myrobalan, and dormant budding some on peach, and also June budded several thousand on peach. We haven't had any trouble getting a stand of buds either way. The

same kind of soil that it takes to grow cherry is well adapted to growing plum also.

I haven't much to say about the Cedrus Deodora. When I started in the Nursery business, I never had any intention of growing any evergreens or shrubs, but I took a great fancy to Cedrus Deodora. I think it is the prettiest evergreen that grows. Several of the ornamental growers told me that I could not grow them. I always would try to do a thing if someone told me that I couldn't. So I secured a few pounds of Cedrus Deodora seed and planted them, and I have several thousand real nice plants, and haven't lost more than two percent of them from damping off. But one party told me that I might try them a dozen times and never have any luck any more, but I have already placed an order for twenty-five pounds of seed and if I have good luck next year, then perhaps I will tell you how I grow them.

New England Quarantine

New England, Aug. 22—Nurseries in New England found to be appreciably infested with gipsy or brown-tail moths will be refused permission to ship their products outside the state, under an amendment to quarantine regulations announced by the Federal Horticultural Board, United States Department of Agriculture, and effective immediately. This action will be taken by the Federal authorities either upon the report of a state inspector or whenever a Federal inspector finds shipments from the Nursery to be heavily infested.

Certification of interstate shipments from an infested Nursery will be refused until after the close of the next gipsy moth egg-laying season or until the Nursery has been inspected and certified by the state to be apparently clean. All charges for storage, cartage, and labor incident to inspection or disinfection other than the services of the inspectors shall be paid by the shipper.

The board's action was taken following a conference recently held in Boston attended by Federal and State officials engaged in the quarantine work against the gipsy moth and the brown-tail moth, and by several New England Nurserymen.

Michigan Quarantine Results

Lansing, Mich., Sept. 15—A second inspection of raspberry plantations will be made by the State Department of Agriculture at an early date. This is in connection with the quarantine placed on all shipments of raspberry plants within the state. After the coming inspection, certificates will be issued to growers, who have clean Nurseries.

The Agricultural Department has also placed a quarantine on shipments of Nursery stock from some of the eastern states, to prevent the Japanese beetle being introduced into the state. Michigan has been found to be free from the insect but other states have been infected through shipments of outside stock.

Crown Gall Decision

In a case where conviction of selling apple trees infected with crown gall was recorded, the court held that it is not necessary for the prosecution to establish intent to violate the law. The Michigan Supreme Court opinion states:

"Many statutes which are in the nature of police regulations, as this is, impose criminal penalties irrespective of any intent to violate them, the purpose being to require a degree of diligence for the protection of the public which will render violation impossible."

What is Claimed for Rimes' Blight-Proof Pineapple Pear

By R. D. Rimes, Altamaha Nurseries, Ludowici, Ga.

GREAT interest in being shown by fruit growers and business men throughout the country in Rimes' Blight-proof Pineapple pear, variety originated in the vicinity of Ludowici, Georgia, and which has proven beyond all doubt to be immune to blight, and which also, has several other very striking features, any one of which would entitle it to its claim to merit, and make it worth a place in the field of Pomology for breeding purposes.

During the past twenty or twenty-five years, there has been no advance made in American pear culture. No more fruit is being produced now than was being grown at the beginning of the present century. Other fruit industries have made great increases in production, but pear-growing has been at a standstill. This condition is due to one and only one single factor in pear culture, viz: **pear blight**. Every year this disease has taken its toll of pear trees, and the new plantings from year to year have not more than kept pace with the losses. This bacterial disease can not be controlled by spraying, and about the only thing that helped in staking the progress of the disease, is to rigidly prune or cut out infected parts; and this sometimes means the cutting away of the major portion of the tree, and the disease still remains the great draw-back in quantity pear-fruit production.

It was recognized long ago that the real solution to the difficulty lay in securing a variety of pears resistant to this disease. Some time ago, one of our foremost authorities on pears, Prof. U. P. Hedrick, vice director and chief in research, Horticultural Division, New York Agricultural Experiment Station, said: "About the most important discovery to be made in pomology is a race of blight-resistant pears," and leading horticulturists and pomologists have been striving for years to produce a pear of good quality, that would be immune to blight. This is what has been discovered in Rimes' Blight-Proof Pineapple pear. But perhaps the Pineapple pear is only keeping up with the fashions. We are living in an age when the man who believes a thing is impossible lives to see that very thing done, and even lives to see it become commonplace. One needs to look back but a few years to find ample testimony of the impossibility of ever being able to fly through the air, or, of the impracticability of the "horseless carriage," wireless telegraphy and many other things. So great have been the accomplishments of the recent generation of man, that it almost seems a folly to think that anything is impossible. But I started out to tell about the Pineapple pear and how it is doing the impossible among pears. Rimes' Blight-Proof Pineapple pear has recently been introduced by the Altamaha Nurseries to fruit growers and state experiment stations, in 38 states, and as far North as British Columbia, where they are reported to be doing finely. This is a variety that I believe means much to the commercial pear industry of the entire United States.

There are a number of reasons, only a few of which I can enumerate here; the hardiness of the Pineapple pear; its extreme prolificness, as it bears so heavily that quite often a dozen or more props are necessary to prevent the limbs of a ten-

year-old tree from breaking down with its load of fruit during the ripening period. It is a variety that has proven to be one of the best ever discovered for canning, and as a shipper it is doubtful if the Pineapple pear has an equal, as it will keep in perfect condition for a long time after being taken from the tree, even after being fully ripe.

From the point of view of precociousness, the tree is remarkable, as it commences to bear when it is three years of age, and I have had several instances reported to me of the first fruits appearing at two years of age. I do not believe it has an equal when it comes to regularity of production of heavy crops of fruit, as it is a rare thing that a Pineapple pear tree fails to have a big load of fruit which is extremely handsome, being large in size, single specimens often weighing twenty ounces. The fruit is a golden yellow, with

conspicuous small brown specks. It has a very distinct pineapple flavor, hence the name, and the flesh is tender, juicy and luscious, with a rich, sweet, aromatic flavor, one of the most delectable of all the pears. A few Pineapple pears were sent last season to the editor of one of our leading fruit magazines, and he wrote: "The package of Rimes' Blight-Proof Pineapple pears received. They arrived in splendid condition. Before we could open the package, we could smell them all over the room. They certainly have a very strong, distinctive pineapple flavor. They seem to have more flavor and aroma than most varieties. It seems to me that this pear has a wonderful future, especially, if it is vigorous and a good grower. They are very nice and large and would take well on the

(Continued on page 34)

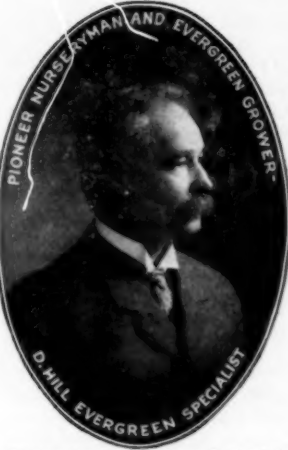


R. D. Rimes, Owner of the Altamaha Nurseries, Ludowici, Ga., and Originator of Rimes' Blight-Proof Pineapple Pear, Admiring the Fruit on a Young Pineapple Pear Tree

WE ARE HEADQUARTERS FOR LINING OUT STOCK

HILL'S EVERGREENS

Hill's Choice Evergreens for Lining Out



Since the days when I used to dig and pack every order myself, my business has grown, but my policy remains the same—"Give every customer complete satisfaction."

We offer a complete assortment of choice conifers for lining out, medium and small sizes that pack up lightly for economical and fast express delivery. Space on this page only allows us to show one or two sizes of each variety, but in most cases other grades are available if desired. Complete price list showing evergreens for lining out, specimen evergreens, deciduous lining out stock, transplanted shrubs, roses, etc., is now ready and will gladly be mailed to any Nurseryman. Many orders have already been placed and some items are selling low. We will be glad to reserve now for delivery whenever desired, this Fall or next Spring. Your patronage will be appreciated and we will do our best to please you.

HILL'S NEW EVERGREEN INTRODUCTIONS

Hill's Silver Juniper (Juniperus Scopulorum)				Hill's Waukegan Juniper (Juniperus Sabina Prostrata)			
	Each	10	100		Each	10	100
6-8 in. o 2 yr.	\$	1.25	\$10.00	1-1 1/2 ft. xxx Specimens	\$	\$2.50	\$30.00
1-1 1/2 ft. xx B&B			90.00	B&B			
1 1/2-2 ft. xxx Specimens		2.00	17.50	Hill's Mugho Pine (Pinus Mugho Compacta)			
B&B				4-6 in. x	\$	\$	\$20.00
Hill's Pyramidal Juniper (Juniperus Virginiana Hilli)				6-8 in. x			25.00
2-3 ft. xxx Specimens				8-10 in. xx B&B95	8.50	75.00
B&B	\$3.75	\$35.00		10-12 in. xx B&B	1.15	10.00	90.00
Hill's Pyramidal Arbor Vitae (Thuja Occidentalis Pyramidalis)				1-1 1/2 ft. xxx Specimens		1.75	15.00
8-10 in. x	\$	\$40.00		B&B			
1 1/2-2 ft. xxx Specimens		1.75	15.00	1 1/2-2 ft. xxx Specimens		2.25	20.00
B&B				2 1/2-3 ft. xxx Specimens		3.50	30.00
2-3 ft. xxx Specimens		2.25	20.00	B&B			
B&B							

Variety	Inch	100	1000
Abies Balsamea (Balsam Fir).....	x 4-6	\$ 9.00	\$80.00
Abies Bals. Macrocampa (Long Needled Fir).....	x 4-6	8.50	75.00
Abies Brachyphylla (Nikko Fir).....	x 4-6	20.00	
Abies Concolor (Concolor Fir).....	o 4-6	5.50	45.00
Abies Douglasii (Douglas Fir) (Colorado Seed).....	o 4-6	5.00	40.00
Abies Douglasii (Douglas Fir) (Colorado Seed).....	x 6-8	12.00	110.00
Abies Douglasii (Douglas Fir) (Colorado Seed).....	xx 10-12	30.00	
Abies Douglasii (Douglas Fir) (Colorado) B&B	xx 12-18	75.00	
Abies Tsuga Canadensis (Hemlock) ..	x 8-10	15.00	140.00
Abies Tsuga Canadensis (Hemlock) ..	xx 10-12	20.00	190.00
Abies Tsuga Canadensis (Hemlock) ..	B&B		
Abies Veitchii (Veitch's Fir).....	xx 12-18	50.00	
Biota Orientalis (Chinese Arbor Vitae) o 4-6		10.00	90.00
Biota Orien. Aurea Nana (Berkman's) x 6-8		2.00	12.00
Biota Orientalis Compacta	x 6-8	16.50	150.00
Biota Orientalis Pyramidalis	x 6-8	15.00	140.00
Buxus Sempervirens (Boxwood).....	x 4-6	7.00	60.00
Buxus Suffruticosa (Dwarf Edging) ..	x 4-6	8.00	75.00
Cedrus Deodara (Himalayan Cedar) ..	o 3-4	7.50	65.00
Cryptomeria Japonica (Japanese Cedar) o 2-4		3.50	25.00
Cupressus Lawsoniana (Lawson's Cypress) ..	o 4-6	5.50	45.00
Cup. Semp. Pyramidalis (Italian Cypress) ..	x 8-10	16.00	
Ginkgo Biloba (Maiden Hair Tree) ..	o 8-10	3.50	25.00
Juniperus Chin. Pfitzeriana (Pfizer's Juniper) ..	x 6-8	27.50	
Juniperus Canadensis (J. Comm. Depressa) ..	o 6-8	7.50	65.00
Juniperus Canadensis (J. Comm. Depressa) B&B ..	xx 12-18	140.00	
Juniperus Comm. Hibernica (Irish Juniper) ..	x 8-10	15.00	140.00
Juniperus Sabina (Savin Juniper).....	x 8-10	27.50	
Juniperus Virginiana (Red Cedar).....	xx 12-18	20.00	150.00
Junip. Virg. Connarti (Connarti Juniper) B&B ..	xx 18-24	135.00	
Junip. Virg. Glauca (Silver Cedar) ..	xx 18-24	135.00	
Larix Europaea (European Larch).....	x 8-10	2.50	15.00
Pachysandra Terminalis (Japanese Spurge) ..	x 6-8	8.00	70.00
Picea Alba (White Spruce).....	o 4-6	4.50	35.00
Picea Canadensis (Black Hill Spruce) ..	o 4-6	6.00	50.00
Picea Excelsa (Norway Spruce).....	o 4-6	2.25	12.00
Picea Excelsa (Norway Spruce).....	xx 10-12	10.00	90.00
Picea Excelsa (Norway Spruce).....	xx 12-18	13.00	120.00
Picea Excelsa (Norway Spruce) B&B ..	xx 12-18	35.00	
Picea Excelsa (Norway Spruce) B&B ..	xx 18-24	50.00	
Picea Fungens (Colorado Blue Spruce) ..	o 4-6	6.50	50.00
Picea Fungens (Colorado Blue Spruce) ..	x 6-8	17.00	160.00
Pinus Austrina (Austrian Pine).....	o 4-6	3.50	25.00
Pinus Austrina (Austrian Pine).....	x 10-12	9.00	75.00
Pinus Austrina (Austrian Pine).....	xx 12-18	25.00	
Pinus Banksiana (Jack Pine).....	o 6-8	2.50	15.00
Pinus Excelsa (Bhotan or Himalayan Pine) ..	o 4-6	6.00	50.00
Pinus Halepensis (Aleppo Pine).....	x 6-8	9.00	
Pinus Montana Uncinata (Single Stem Mt. Pine) ..	o 4-6	5.50	40.00
HILL'S MUGHO PINE (Pinus Mugho Compacta) ..	x 4-6	20.00	190.00
HILL'S MUGHO PINE (Pinus Mugho Compacta) ..	xx 10-12	60.00	

SPECIMEN EVERGREENS.

ROSES.

UNDERSTOCKS FOR GRAFTING

Send for complete catalog.

The D. Hill Nursery Co., Inc., Evergreen Specialists BOX 402
Largest Growers in America Dundee, Ill.

PLATE BOOK OF EVERGREENS
Thirty-five actual photographs of individual evergreens and evergreen planting, 5x5 inches, bound in beautiful, genuine black leather loose-leaf binder. Twenty-eight pictures are in black and white and seven are hand colored in natural colors. Our Price only \$7.50. Cash with order.

Variety	Inch	100	1000
Pinus Ponderosa (Ponderosa Pine)...	o 4-6	\$ 2.50	\$15.00
Pinus Ponderosa (Ponderosa Pine)...	x 6-8	6.00	50.00
Pinus Ponderosa (Ponderosa Pine)...	B&B		
Pinus Strobus (White Pine).....	xx 12-18	35.00	
Pinus Strobus (White Pine).....	o 4-6	2.00	15.00
Pinus Strobus (White Pine) B&B ..	xx 18-24	50.00	
Pinus Sylvestris (Scotch Pine).....	o 4-6	2.50	15.00
Pinus Sylvestris (Scotch Pine).....	x 6-8	6.00	50.00
Pinus Sylvestris (Scotch Pine).....	xx 12-18	20.00	
Retinospora Obtusa (Japanese Cypress) ..	x 3-6	15.00	
Retinospora Plumosa (Green Retinospora) ..	x 6-8	20.00	190.00
Retin. Plumosa Aurea (Golden Plumes Cypress) ..	x 6-8	20.00	190.00
Taxus Canadensis (American Yew).....	x 8-10	12.00	110.00
Taxus Canadensis (American Yew).....	x 6-8	30.00	
Thuja Occidentalis (American Arbor Vitae) ..	x 8-10	8.50	75.00
Thuja Occidentalis (American Arbor Vitae) ..	xx 12-18	17.50	165.00
Thuja Occidentalis Globosa Nova ..	x 6-8	25.00	
HILL'S PYRAMIDAL ARBOR VITAE (Thuja Occ. Pyr.).....	x 8-10	30.00	190.00
Thuja Occ. Woodwardi (Woodward's Globe A. V.) ..	x 8-10	25.00	
Thuja Plicata Gigantea	o 4-6	3.50	25.00

DECIDUOUS LINING OUT STOCK

Acer Platanoides (Norway Maple)...	o 6-8	\$ 5.00	\$35.00
Aesculus Hippocastanum (Horse Chestnut) ..	o 10-12	8.00	
Berberis Thunbergii (Japanese Barberry) ..	o 8-10	2.25	12.00
Cornus Amomum (Silky Dogwood).....	o 18-24	4.50	40.00
Elaeagnus Angustifolia (Russian Olive) ..	o 8-10	3.00	20.00
Evonymus Radicans Acutus	x 6-8	9.00	80.00
Evonymus Radicans Vegetus	x 6-8	9.00	80.00
Ligustrum Amurensis (Amoor River Privet) North	12-18	6.00	50.00
Ligustrum Amurensis (Amoor River Privet) North	18-24	8.00	70.00
Ligustrum Itoia (Itoia Privet).....	o 10-12	3.00	20.00
Ligustrum Lucidum	x 10-12	9.00	80.00
Mahonia Aquifolium (Oregon Grape) ..	o 4-6	3.50	25.00
Spiraea Van Houttei (Bridal Wreath) ..	o 12-18	4.50	35.00
Syringa Vulgaris (Common Purple Lilac) ..	x 4-6	3.50	25.00
Ulmus Americana (American White Elm) ..	o 18-24	3.50	25.00
Viburnum Mollis (Soft Leaved Viburnum) ..	x 12-18	7.00	60.00
Vitis Bicolor (Summer Grape).....	o 8-10	3.00	20.00
Wistaria Chinensis (Chinese Wistaria) ..	o 6-8	2.50	25.00

BROAD LEAVED EVERGREENS

Variety	Inch	100	1000
Abelia Grandiflora	2 yr. 12-18	\$ 18.00	
Abelia Grandiflora	2 yr. 18-24	27.50	
Aucuba Japonica-Green	x 4-6	10.00	90.00
Evonymus Japonica	2 yr. 12-18	35.00	
Ligustrum Lucidum (Waxleaf Privet)	Grafted 12-18	32.50	
Ligustrum Japonica (Japan Privet) ..	Grafted 12-18	25.00	
Ligustrum Nepalense 1 yr. Grafted ..	12-18	22.00	

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE
Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.
Published Monthly by
AMERICAN FRUITS PUBLISHING CO. INC.
30 State Street, Rochester, N. Y.
RALPH T. OLCOTT, Pres. and Treas.
Phones—Main 5725. Glenwood 760

Chief International Publication of the Kind
SUBSCRIPTION RATES
One year, in advance - - - \$3.00
To Foreign Countries and Canada - 2.50
Single Copies - - - .20

Advertisements should reach this office by the 25th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., October, 1923

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the **AMERICAN NURSERYMAN** on broad and untrammeled lines.

"The dean of Nursery Trade Journalism."—John Watson.

HORTICULTURAL STANDARDS

"Horticultural Standards," is the subject of a booklet containing the report of the American Association of Nurserymen committee, Harlan P. Kelsey, chairman, as presented and amended at the June convention of the A. A. N., just published by the association. It is a valuable aid to Nurserymen and if followed in regular course of business in the trade generally will do much to prevent misunderstandings. Some system like this has been greatly needed. The problem of its arrangement was difficult, because of widely divergent conditions in a big country. Much time and labor have been expended in its production. High praise is given to Chairman Kelsey and to all who assisted directly and indirectly in the result. The booklet is another proof of the value of membership in the American Association of Nurserymen.

STRANGE FORM OF "SERVICE"

A common form of disclaimer in use is the following:

Important. This shipment left the warehouse in good condition. If short or damaged when you receive it, have station agent note same on freight bill, before you pay him. You must present all claims to railroad company within four months after receipt of shipment or claim will be void. Follow these instructions and the railroad will render you a fair adjustment. Every shipment at the risk of the purchaser, and no allowance for breakage or other claims beyond our control.

It is difficult to see why a manufacturer or merchant in so many cases puts upon the purchase of his products or goods in stock the burden of getting them to the point where the purchasers can use them.

Nurseries for young redwood trees have recently been established by two lumber companies in Northern California. At Fort Bragg, Mendocino county, 800,000 trees are growing from seed, enough to reforest 2800 acres a year. Enough to reforest 4600 acres annually will be supplied in the near future.

THE FOOD OF THE POETS

The recent passing of another of those delightful conventions at which Nurserymen wear continuous smiles for three to six long days and forget that competition is the life of business, recalls what we would ever keep uppermost in the minds of our readers—the noble, the gentle, the heartening character of the Nurseryman's calling.

An angle of this thought is turned by a reading just now of a reverie expressed by a writer in the Atlantic Monthly in which he recalls the stuff of which poets' dreams were made in the long ago. We are greeted every twelve-month at our rendezvous by a mayor's representative (the mayor himself is always engaged in more "practical" things) who takes unusual pleasure in welcoming a group of visitors because of the nature of the calling of this particular group. Always the welcoming address dwells upon the province of the Nurseryman to beautify our landscape, please the eye and aid Nature in smoothing the pathway to and from our daily tasks. Not much is said of the phase of the industry which provides actual sustenance. How equally esthetic is this phase is shown by the reverie referred to.

In these days, says the writer, when we study diet so carefully and suspect food of determining character, there is wisdom in considering the menus of the older poets, that we may gather a hint or two about dynamic nourishment for a new race of poets. It is of interest to note that the Nurseryman occupies the very center of the limelight position in this very pleasant business.

"When Thyrsis sang to the goatherd in the first idyll of Theocritus, the entranced listener breathed this prayer:

Filled may thy mouth be with honey, Thyrsis, and filled with honeycomb; and the sweet dried fig mayst thou eat of Aegilus, for thou hast vanquished the cicada in song.

It is the Nurseryman, of course, who covers fields upon fields with blossoming plants from which that honey is obtained; and Thyrsis has nothing on the Nurseryman in vanquishing the cicada and its myriad co-conspirators.

"Pastoral tradition has lingered late; we have many echoes in Elizabethan England of the poet's enjoyment of cheese and milk, honey, wild olives, pears, plums, apples, roasted chestnuts and country wine. From such feasting does the purest lyric poetry flow."

Here the Nurseryman occupies much more than a fifty-fifty position with the gentle agrarian. Of the nine requirements for the production of the purest lyric poetry, we are told; six are fruits.

"As for Shakespeare, he ate venison pasties and drank—happy augury—canary wine. Was it remembrance that dictated Titania's command that, to make Bottom like an airy spirit go, the fairies should

Feed him with apricots and dewberries. With purple grapes, green figs and mulberries;

The honey-bags steal from the humblebees.

When "summer's golden langour" slows the hurried round of urban life comes opportunity for contemplating the delightful occupation of the Nurseryman. That which is sustenance for the poet may well be sauce for the delver in more material things, so that all classes may pay tribute to the Nurseryman's art. Let us think often of this high calling and strive to keep its many details in conformity to its elevated character. More and more the trade is doing this.

Say you saw it in **AMERICAN NURSERYMAN**



The above while in use by a considerable number of Nurserymen, is not used as generally as it might be. Its standing as a trade mark has been nullified by repudiation as such by the A. A. N., but its significance as a slogan remains. Of course, nothing can be said against its use as a slogan by any member of the American Association of Nurserymen. It is an excellent slogan, simple and effective to a degree. It comes to our desk frequently on the stationery of members of the A. A. N. and each time asserts its aptitude. This slogan and that of the Pacific Coast Association of Nurserymen, "Dependable Nursery Products" are as alike as two peas. "Trustworthy" and "Dependable" are synonymous, as are also "Trees and Plants" and "Nursery Products."

The Pacific Coast Association has repeatedly re-affirmed its slogan "Dependable Nursery Stock."

The American Association has repudiated "Trustworthy Trees and Plants."

In the light of Nursery Trade association action in the adoption of codes of business ethics (to which the American Association of Nurserymen is no exception) the above record is remarkable. Regard for consistency, in view of the intrinsic merit of the slogan "Trustworthy Trees and Plants" and the liking for it expressed by many members of the A. A. N., some of whom persist in using irregularly, would seem to make it advisable for the American Association to advocate its wider use as a slogan.

As the matter now stands, the use of the expression "Trustworthy Trees and Plants" is taboo in A. A. N. official circles—an unfortunate condition, for we are sure no official of the national organization would favor "Untrustworthy Trees." It ought not to be that a free American citizen with red blood in his veins should find upon accepting office in the administration of the Nurserymen's national organization that the innocent words "Trustworthy Trees and Plants" are anathema!

The St. Regis, N. Y., Paper Co. has in its Nurseries 1,200,000 one-year-old trees, 1,000,000 two-year-old and 1,000,000 three-year-old trees. The New York Conservation Commission last year established at Lowville, N. Y., a forest Nursery which when fully developed will be nearly as large as the Saratoga Nursery which has a capacity of 30,000,000 trees and is said to be the largest forest Nursery in the world.

H. A. Gardner, Monet, Mo., purchaser of apple trees from the Neosho Nursery Co., Neosho, Mo., recently caused special mention to be made in his town newspaper of the high quality of the trees.

Members of the Dayton Real Estate Board were guests recently of Wilbur, Clarence, John and George Siebenthaler at the Siebenthaler Nurseries in Dayton.

Meredith P. Reed, Vincennes, Ind., Nursery, is in British Columbia on a hunting trip for big game. He started August 26th for a five or six weeks' stay.

Government's Progress in Supplying American-grown Root Stocks

In the course of his address before the American Association of Nurserymen at the last convention, L. B. Scott, outlining the work of the U. S. Dept. Agr., on American Nursery stocks, said:

"I am not going to attempt to review in detail the work we are conducting at our different locations, but simply to mention briefly the progress we have made in four of our important sub-projects:

- (1) Our work with apple seedlings;
- (2) The work with peach stocks;
- (3) Vegetative propagation of fruit-tree stocks;
- (4) Test of rose stocks.

Last year we began at Bell, Maryland, a small test of seedlings of named American apple varieties, seedlings of named French crab varieties, and some seedlings of *Malus* species. Only 1500 trees were included in this test. All of the trees were budded with Delicious buds, taken from a single parent tree.

To carry this test of seeds from varieties still further, some time was spent last fall in getting a collection of small lots of seeds of about 130 American varieties, 18 French varieties, and several *Malus* species.

These seeds gave very good stands with nearly every variety, although some loss was later experienced from damping off. However, we have a few seedlings of every variety now in good growth. This lot, of course, only represents some 40,000 or 45,000 seedlings, which, when Mr. Yerkes furnished me a report on their behavior June 4, stood 3 to 6 inches high. Of the *Malus* species, *Malus angustifolia* looks particularly promising. Under adverse conditions at Arlington, Virginia, a tree of this species bears enormous crops. The seeds are of fine quality, of high germination, and the seedlings look promising, being especially vigorous.

"If it will prove necessary, as many believe, to establish mother orchards as sources of our domestic apple seed supply, this species on its behavior up to date appears to be worthy of serious consideration. With this in mind, we have already budded a few hundred trees of this species and will get a supply of trees for orchard planting.

"Dr. Corbett, on his return a few years ago, from Europe, voiced the opinion that the so-called superiority of French-grown seedlings might be due to the French methods of first raising the seedlings in beds and then transplanting to rows when a few days old. The objection was immediately raised that in America with high priced labor it would never be possible to use this method.

"This present season, Mr. G. E. Yerkes, and Mr. M. L. Hancock, of our staff have developed a method of using transplanting boards so that 2000 or more apple seedlings can be transplanted by two men in an hour's time. The method in brief is an adaptation of the method used by the Forest Service for transplanting small evergreens. The board consists of a thin strip with notches to admit the seedlings, with a piece of elastic tape to hold the seedlings in place. The boards used at Bell were made by dressing two spruce laths and cleating them together, making a board three inches wide, one-fourth inch thick and four feet long. Along one edge notches were cut at one inch intervals, just wide enough to admit the small seedlings and about three-eighths

of an inch deep. A piece of ordinary elastic tape one-half inch wide is tacked to one end to be drawn over the notched edge and hooked on the opposite end. The elastic is cut about three inches shorter than the board so that when the notches are filled with seedlings and the elastic hooked in place, the seedlings are held from falling out while the board is being handled.

"Apple and pear seedlings stand transplanting as soon as the seed leaves have developed. They handle well on the transplanting boards at this stage until the second pair of leaves have formed.

"Most of our planting at Bell was in rows 30 inches apart. To prepare the row a groove is made by a special tool—a wedge 15 inches long, 6 inches high and 2 inches thick at the top. The wooden wedge is covered with a smooth sheet of steel with a sharp edge. This steel makes a groove 3 inches wide and 4 or 5 inches deep.

"As handled at Bell, two men constitute a crew, one to thread the boards and one to carry the trays and do the actual planting. A third man is usually utilized to prepare the plants and to keep the groove prepared just ahead of planting.

"The seedlings from the seed rows are lifted with a narrow-bladed trowel, washed clean and laid straight on a piece of wet burlap. As successive handfuls are laid on the cloth it is rolled up.

"The threader puts the plants into the boards, three boards resting in a tray. The three boards hold 150 plants. This man remains seated and does nothing else but put the plants in place. All that is needed is a pair of quick, nimble hands. An active boy or girl could do this work. When the tray is filled, the man who does the planting carries it to the row and the threader immediately begins work on another tray.

"The boards are then placed in position over the groove so that the roots of the seedlings lie against one edge. After laying all the boards in place, the planter drops the empty tray and presses the dirt firmly on the roots, filling the groove level with the top of the boards. Then the elastic is unhooked and the board taken away.

"As the seedlings are released the boards are placed in the tray ready to be refilled, then loose dirt is drawn up nearly to the top of the plants to hold the stems erect and protect them.

"Only about 28,000 seedlings were planted in this way at Bell this spring so that not enough work was done to develop a really efficient crew. By actual count the best time made was 6500 plants in 3½ hours.

"Next season this method will be tried out at all our experimental Nurseries. If what is needed in this country is a transplanting seedling, we feel that Mr. Yerkes and Mr. Hancock have gone a long way towards solving the question of transplanting.

"(2) Our work with peach stocks. In the course of the extended trip which I made two years ago to various parts of the country, I found that a man near Tallahassee, Florida, was raising small quantities of Peento peach seedlings. These seedlings appeared to be resistant to nematodes and made a much more vigorous growth than ordinary Carolina seedlings. This year at Lamanda Park, Calif., I found a Nurseryman who has been raising Peento seedlings for four years. His trees are very vigorous. Another man at Brawley, Calif., has raised

Peento seedlings in a small way for ten years. They produce very vigorous trees, and appear to be a much more desirable peach stock than either Muir or Lowell seedlings, the ordinary stock used in California. We raised a small number of Peento seedlings last year at Bell, Md., and a small number at Altadena, Calif., this season. At both places we secured very vigorous trees. The pits are very small and germinate readily without stratification. From our work up to date, we consider Peento seedlings very promising peach stocks for all the southern sections.

"(3) Vegetative propagation of fruit stocks. I have discussed the method of propagating fruit tree stocks by root cuttings which we have developed in the course of our investigations at other meetings. I am wondering if by any chance any of you have the idea we are advocating the substitution of root cuttings for seedlings. That certainly is not the case. Our stand on root cuttings is well explained by a remark Mr. H. H. Hume, a member of our advisory committee made a year ago. I said "Hume, do you think we are justified in spending so much time on root cuttings?" He replied: "By all means, Scott. When we find we haven't satisfactory seed supply and can't propagate by hard wood or soft wood cuttings, I say to my men, try the root." That remark of Mr. Hume, one of the leading authorities on propagation in America, has heartened me when we have received an occasional adverse criticism of this method."

Stark Bros. Annual Tour

Annually representatives of Stark Bros. Nurseries and Orchards Co., Louisiana, Mo., tour the orchards of the Middle and Eastern states to get first-hand knowledge of fruit growers' problems and wants. The itinerary of the 1923 tour embraces well-known fruit raising sections of Illinois, Michigan, Wisconsin, Iowa, Nebraska, Kansas and Missouri. Another tour conducted by Stark Bros. covers the states of Kentucky, Tennessee, Georgia, North and South Carolina, Virginia, West Virginia, Maryland, Pennsylvania and the southern sections of Ohio and Indiana.

Prof. J. G. Sanders, long director of the Pennsylvania Bureau of Plant Industry, is in charge of the sales promotion department of the Sun Oil Company, Philadelphia, Pa.

Obituary

Jacob Brunning

Jacob Brunning, 52 years old, proprietor of the Glen Ellyn Nurseries, Oak Park, Ill., was killed by a train at a crossing last month. Before moving to Glen Ellyn he was president of the American Blue Print Paper Co., of Chicago.

Charles W. Stuart

Charles W. Stuart founder of the C. W. Stuart mail order Nursery and of extract companies, died at his home, Newark, N. Y., Sept. 16th, aged 86 years. He was born in Vesterlo, N. Y., went to Syracuse and in 1854 to Newark where he was associated with his uncle, William Brown, in the Nursery business. He began the retail Nursery business in 1881. The business grew to such an extent that eleven subsidiary Nursery companies were established and six extract companies founded, with the business now being carried on in large office buildings and warehouses. Mr. Stuart took an active interest in municipal affairs and served as alderman for several terms. Mr. Stuart is survived by two sons, Charles H. Stuart, of Newark, and Kenneth B. Stuart, of Philadelphia, Pa., and two daughters, Mrs. E. V. Pierson and Mrs. George C. Perkins, both of Newark.

TRANSPORTATION

Class 1 railroads are making earnings now at the rate of 6.5 percent a year. This is nearly double the income last year.

A continuation of these conditions will permit the railroads to get the capital which most of them require. It will launch the constructive work which has been held up during the long period of railway disturbance and uneasiness. A check will have come to the tendency to abandon unprofitable lines. More than at any other time in eight years can the railroads hope to share in the division of prosperity.

Yet the sky is not entirely unclouded. Senator La Follette and a few other politicians have come to the conclusion that a good deal of publicity, and possibly a great many votes, can be garnered by means of an old-fashioned, wild and woolly, shrill and rackety, assault upon the railroads.

It ought to be clear to anyone that a political lynching bee with the railroads as the convenient victims would be highly damaging to the United States as a whole—not merely to the carriers, but also to the farmers, the factory workers, the salaried workers, the merchants and the manufacturers.—Newark, N. J., Star.

In a recent address to employees of the Pennsylvania Railroad Company, the vice-president of the company in charge of operation, W. W. Atterbury, said:

"I have been severely criticised in the past for my so-called 'labor policy,' whether fairly or otherwise I am perfectly willing to leave to the test of time.

"My one object has been to develop on the Pennsylvania Railroad System such a spirit of co-operation between the officers and the employees as will result in good and efficient service to the public, and at the same time give to the employees all they can reasonably and fairly expect in wages, working conditions and the other surroundings that would satisfy a man's ambition for himself and his family.

"We have a great property entrusted to our care, representing over two billion dollars of money actually in the property and serving thirteen states in which is located nearly one-half of the population of our great country.

"To honestly and efficiently administer this property and to give the best service in us to the people who are dependent upon us for service—isn't that a game worth playing, playing well, and with all your heart and soul?

"It is a game that we must play together, and when I say 'we,' I mean a quarter of a million officers and employees, and I do not differentiate in any way between them.

"It is the duty of each individual to do his part, and my business is to get teamwork, each functioning efficiently in his sphere, whether that sphere be large or small. That can only be brought about through a contented and satisfied lot of officers and employees.

"It is almost unbelievable, in the face of such a clear demonstration of the faith of the Pennsylvania men in our way of doing business with them, that the United States Railroad Labor Board should have issued its recent utterances.

"Here is a Governmental body whose official duty it is to help the railroads and their employees to live in peace. Here is a railroad on which the men and management actually are at peace.

"It is common knowledge that this is a fact—evident beyond any question to any impartial observer—yet this Governmental agency apparently ignores the fact and

Crop and Market Conditions

Good Business at McMinnville

McMinnville, Tenn., Aug. 23—We enjoyed a good business last season, and contemplate an equally if not larger one next season, as prospects now look good and this section has had a good growing season. As the shipping season is fast approaching, we have the pleasure of booking some very nice orders and we believe that this season will be as prosperous as in the past for Nurserymen.

FOREST NURSERY CO.

By F. C. Boyd.

The Woods Not Yet Clean

Fort Atkinson, Wis., Sept. 12—The demand for Nursery stock is not strong and a large percent of business is obtained by solicitation and strong presentation of the importance of proper planting.

The apple crop is heavy and much fruit has gone to waste and prices have been weak. It is too early to state what prices will be on winter fruit.

Supply of fruit trees seems to be ample except in certain varieties, but wholesale prices on fruit trees are rather strong, considering all conditions.

Tree fruits on summer and fall varieties are small, in size from one-half to two-thirds the size of former seasons; but quality is good, when properly sprayed. Winter varieties of apples are making a good growth since the rains and may show better size in sixty days than the summer and fall varieties have done.

Nurserymen's growing and planting has changed very materially in the last five to ten years. For the unscrupulous man and his methods the law is after him with more severity and he is more careful on trespassing on forbidden grounds and using fraudulent methods—but the woods are not clean yet. Honest contracts—honest methods are the only winners from now on in the Nursery business or any other.

F. C. EDWARDS, Pres.

COE, CONVERSE & EDWARDS CO.

would have people believe that we—you and I—are violators of laws.

"I have no hesitation in saying that the Labor Board in our case has entirely misconceived its functions and distorted an opinion of the United States Supreme Court in an apparent effort to justify a course on which it should never have embarked.

"The way to make peace is to make peace. You cannot make peace by making rules for a fight. That is where we and the Labor Board differ. Unless I am very much mistaken, the American people prefer an actual peace than a constant row. The Company makes peace; the Labor Board makes rules for what it apparently believes to be a necessary and inevitable warfare.

"There is a fundamental difference between the policy which we have mutually adopted and the viewpoint of those who oppose our course. It is based on the absurd notion that men and management have no interests in common. An effort is made to create hostility between men and management, and to make men feel that only by industrial warfare can they obtain fair play."

Conditions in Vermont

Barre, Vt., Sept. 12—The demand for Nursery stock is very good, particularly in small fruits, while the supply is limited owing to the bad drought.

Outlook is for higher prices on strawberry plants in the spring. We expect a greatly increased demand for ornamentals in the spring. The recent local flower show was the most successful ever held in this vicinity. We are increasing our ornamental lines and doubling our small fruit acreage.

Retail Sales Ahead of Last Year

Rochester, N. Y., Sept. 3—Demand is good. While some stock is rather scarce, believe there will be enough to go around.

While we have had considerable dry weather, stocks are looking fine.

Retail sales good, running ahead of last year.

BROWN BROS CO.

Hearing On Express Rates

At the express hearing last Sept. 15th in Chicago at the Great Northern Hotel the entire day was spent before the examiner. Traffic Manager Charles Sizemore of the A. A. N., made a strong plea for the restoration of the old second-class rating. He was aided by the Association's commerce attorney; Mr. Shannon, traffic manager for Stark Brothers, Alvin E. Nelson, D. Hill, Mr. Klehm and some other Nurserymen.

The express people, besides several attorneys, had superintendents and agents from all over the country to represent them, about twenty-five in all. It was developed by the express company that some of the Nursery companies shipping bales ran from twenty-five to thirty-five and forty feet in length and six of these bales would fill up one end of a baggage car; and, at the Nursery center, it was claimed that it took sixty-five extra baggage cars to handle the Nursery business during the Nursery season.

The A. A. N. attorney desired to know in view of these extra long and heavy, cumbersome packages, if it would be satisfactory to the Nursery interests in general if the old second-class rating could be restored on packages of five hundred pounds and under and let first-class rating stand on the extra large and heavy bales referred to and it was the Nurserymen's almost unanimous opinion that such plan would be O. K.

After the hearing Mr. Simpson said: "While we cannot state positively, we believe the examiner thinks very favorably of such proposition, but, of course, the entire matter has to be briefed and in October or later argued or threshed out before the entire commission at Washington."

Starks' Printing Plant

A printing plant of considerable proportion is that of Stark Bros., N. & O. Cos., Louisiana, Mo. The equipment of the shop includes one linotype, three job presses, one folder, one automatic stapler, one pony and one standard size Miehle press, one mimeograph and two cutters, one of them a 54-inch model. Seven men including the foreman are regularly employed besides a mimeograph operator in rush season. Even the mimeograph has to do its stuff freely in this shop, the job it's on now calls for 135,000 copies!

In the work turned out are: 1,600,000 order blanks; 500,000 four-color cards; weekly runs of 8,500 copies of Stark Tree Talk for salesmen, etc.

GENUINE CAROLINA PEACH PITS

Note that word "Genuine." Due to shortage of 1923 Carolina crop, some of our competitors are offering Georgia seed. We will handle only Carolina pits, this season, same as heretofore. Orders will be entered and shipped in order received, as long as supply lasts. Still have limited quantity of 1922 seed on hand for prompt shipment. Carolina seed, only. Get our prices.

Don't Accept a Substitute

J. Van Lindley Nursery Co.
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The Apple Superior. McIntosh Seedling

As compared to McIntosh. It is larger, better color, better quality, a month later, hangs equal to any apple, and is at least equal in every other respect.

A fine stock of wood for root grafting, from bearing trees, which originated at the New York Agricultural Experiment Station. Order now. Supply limited.

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Car lot or less.

Quantity limited.

Quality unsurpassed.

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Offer for Fall 1923 and Spring 1924, a very fine lot of Dewberry, Blackberry and Raspberry Plants. Cal. Privet, Asparagus and Horseradish Root, Cannas Roots. All stock free from mosaic and other diseases. Write for my wholesale price list before you buy elsewhere.

Michael N. Borgo, Vineland, N. J.

100 Bushels Natural Peach Seed

We offer June budded and one year Peach, one year Apple, California and Amoor River Privet, Strawberry Plants.

Send us your Want List.

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P. S.—We also have to offer 100 bu. Natural Peach Seed, very fine at \$4.50 per bu. Seed is scarce. Better order early.

Say you saw it in "American Nurseryman."

Fall Bearing Strawberry Plants

Are my specialty. These seven Fall-bearing varieties are the best on earth. Good true-to-name plants cannot be bought cheaper than these prices: Progressive at \$4.75 per 1000, Duluth or Minnesota at \$5.75 per 1000, Gardeners 999 at \$6.75 per 1000, Neverfail at \$7.75 per 1000, Kellogg's Perfection at \$9.75 per 1000, Champion at \$14.75 per 1000, Gold Coin at \$25.00 per 1000. Circular giving descriptions and prices on small lots free.

Address: **S. A. Virdin, Hartly, Delaware**

Thoroughly Matured Seedlings

Consider these Points Carefully

Washington Nursery Seedlings are clean, healthy and hardy.

Grown on new ground—never before in nursery stock.

Moisture under control. No fall rains to induce late growth.

Crisp fall weather ripens them fully and naturally.

Dug and graded under the best of conditions.

Quality, grade and pack guaranteed.

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**1 and 2 Year
In Splendid Variety**

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NATIVE PLUM PITS,

50c per lb; 250 lbs. at 40c

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Tiger Lily, Hollyhocks, Hibiscus, Golden Glow, Platycodon, Columbine, Funkia, Anthemis, Shasta Daisy, etc., \$7.00 per 100.

RASPBERRIES --- King, Cuthbert at \$12.50 per M. LATHAM at \$30.00 per M.

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Apple and Peach Trees. Roses, ornamental, California Privet, June budded Peach, Grapes, Figs, Pecans, Japan Chestnuts, Japan Walnuts, Tennessee Natural Peach seed.

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One of the oldest and largest nurseries in California, specializing in the growing of ornamental plants in a large way, has an opening for an experienced plantsman to take complete charge. The place calls for a thorough knowledge of the commercial plant business at both the growing and selling ends; a man of personality, initiative, good executive ability and a practical knowledge of trade conditions. Give details covering experience, places of employment and references, and whether single or married. Salary will be made satisfactory to the applicant who qualifies. All correspondence confidential. Apply at once.

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To propagate ornamentals in growing Nursery in a good section. Opportunity to take charge of propagation and grow up with business. Give experience and salary desired. B-12 this office.

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Catalpa Bungei, 1 & 2 yr. hds.
Cut-Leaf Birch, 1 yr. 3-4 ft., 4-5 ft.
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Currants, 2 yr. No. 1; 2 yr. No. 2
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Privet Cal. 2 yr. well branched 12-18 in., 18-24 in., 2-3 ft., 3-4 ft.

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Big burlaped bales, clean Moss, per bale, 80c
Wired Moss.....30c
All standard bales

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APPLE TREES and GRAPE VINES**

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1 yr. Seedlings. Field Grown.

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In 1 and 2 yr. old. Also cuttings of same. Write for list and price.
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FOR SALE—Genuine N. C. natural screened peach seed collected where d'seases are not known. Japanese barberry, deutzias, Japan walnuts, Altheas, Texas Umbrellas, American Elm, etc. Write us.
E. W. Jones Nursery Co., Woodlawn, Va.

Greater Use of Evergreens (Continued from page 83)

I would feel that this talk had not been in vain if I could induce one brother Nurseryman to resolve to do what we all should have done many years ago, and that is to establish a trial plat of ground and plant in it (not for sale) one each of all of his ornamentals, both evergreen and deciduous, allow them plenty of room to develop and give them the best of attention, to develop specimens of which he will be proud, and which will make his customers want something beside Irish juniper, Norway spruce, abelias and spireas.

How many of you (I should have said us) have our own homes planted as they should be?

How many of us have a plat of ground surrounding our homes that could be made into an arboretum or trial plat, or whatever you wish to call it, that would add much to the appearance of our homes; that would add much to our own pleasure in doing business; that would add much to our knowledge of the plants that we sell every day, and incidentally would add much to our bank roll by showing our customers what can be done with the different plants, and creating in them the desire for plants that we have to sell?

You ask what this has to do with my subject of coniferous and other evergreens. I reply that most of our customers know much about flowering shrubbery and few of them know much about anything except a very few of the commonest varieties of evergreens, either coniferous or broad-leaf, and it stands us in hand to teach them to use them. Then the supply will be available, as most of them are not difficult of propagation.

In thinking over this subject, I wondered how many of us knew that there are 50 or more separate and distinct varieties of *Retinospora*—probably 100 varieties of *Abies*, and as many *Junipers* and I picked up a French catalogue which advertised 300 varieties of spruce, and almost all of our conifers have a variety of colors and shapes and habits of growth, and if you will visit the Arnold Arboretum at Boston, you will find hundreds of varieties that are really good that we have not even heard of, and which should be in everyday use all over our broad land.

How many of us know over 3 or 4 varieties of azaleas and who knows a more beautiful plant? There are fully 100 varieties that are hardy and some of them are hard to grow, but many of them are not difficult, either to grow or to propagate. The *Nandina* has been growing on our place for 20 years, but we never saw a specimen

This is a fruit best adapted to the southern states, and primarily for the Coastal Plain region; that is, the region that includes the eastern part of South Carolina, the lower half of Georgia, all of Florida, and the lower parts of the states of Alabama, Mississippi and Louisiana. The extensive planting of this pear will be confined to this section for two reasons. First, because of the soil adaptability. A deep, loose, porous soil is best suited for it. While fertilization is necessary, the response is not so marked as with most other fruits. The clayey and rocky soils of the Piedmont and Appalachian regions, and further north, are not well suited to the fruit. The pear likes an abundance of water, but it detests "wet feet."

The second reason why this pear will be confined to the southern zone is because of the susceptibility to late winter freezes. The tree goes into the annual rest period early in the fall, blooms out early in the spring (by March 1st), grows rapidly, and ripens the fruit by August. When it is taken out of the region outlined above, it is in serious danger of sacrificing more than half of the crops to late winter freezes.

Attempts are being made to introduce the pear into the region around the Great Lakes, on the north side; but sufficient progress has not yet been made to draw conclusive results. It is being tried in Texas with partial success; but probably that region is lacking in sufficient moisture for the pear to thrive there. It is being experimented with in the state of Oregon, with almost failure. Nurserymen are pro-

posed until we happened on one away from home, and now we are a *Nandina* enthusiast.

How many *Chamaedaphne* specimens are represented here? But it is a most beautiful broad-leaf evergreen shrub.

How many of us list more than two or three varieties of *Enonymus* where we might, and should, list twenty or more good ones? How many of us list over 4 or 5 of the *Viburnum* family, and they are legion, and several of them are choice—broad-leaf evergreens and all are hardy in some parts of our territory.

How many of us list over a dozen broad-leaf evergreens? There are probably 100 good ones—possibly more. The most of you know our place, and know that I am hitting myself as hard as I am hitting at any man, but at a condition, and I feel sure that if we would remedy this condition we would gain much.

I do not know much about either conifer-

ous or other evergreens and the longer I live and the more that I study them, it seems the less that I really do know, but if we would all plant out a specimen plant of all the varieties when I go to your place I could learn their habits and when you come to my place you could learn their habits, and we soon would get to the point where we would know what varieties would succeed best in a given territory, and could advise our customers with more intelligence when they asked us what to plant, and we would soon learn enough that when we were asked to make a talk on them that we would know something to say.

The trees should be set forty feet apart, preferably in checks, so as to admit cultivation in two directions. For the first four years the pear orchard should be trained, pruned, and cultivated similar to an apple orchard. A mature orchard may be cover-cropped with cow peas and beans similar to a model pecan orchard. It is not recommended to sod the pear orchard.

If one is planning to set trees of this variety next fall, he should be sure that he gets trees of the Pineapple variety, that is, accept no substitute, whatever. There are only a few Nurseries in the South that are, as yet, propagating the new variety (a list of these may be had from the Georgia Experiment Station.) If a Nurseryman has a pear that he is in doubt about as to whether or not it is of this variety and if he will send specimens of the fruit and leaves to the Georgia Experiment Station, they will be promptly identified.

J. G. WOODROOF

Asst. Horticulturist

Georgia Expt. Station

At the suggestion of P. D. Barnhart of Los Angeles, Cal., a resolution was passed at the last meeting of the New York Florists' Club, to raise a fund to send A. T. De La Mare, editor and publisher of the *Florists' Exchange* (who has offered to donate his time and services) completely around the country, enabling him to gather information sufficient to write a book on American Horticulture. E. C. Vick is chairman of a committee to raise funds for the purpose.

The appeal of the Elizabeth, N. J., Nursery Co., for reduction of tax assessment on growing Nursery stock was not allowed by the Union county board of taxation.

W. B. Cole's son, Kenneth, owns and operates an aeroplane, making flights over Painesville, Perry and other Ohio Nurseries.



Scene in Texas Pecan Nurseries, Arp, Texas. Largest in the Southwest

TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1924 Convention, Atlantic City, N. J., June 25-27.

California Assn. of Nurserymen—Chancellor K. Grady, Sec'y, 401 Phelan Bldg., San Francisco. Oct. 15, 1923, San Francisco.

Connecticut Nurserymen's Association—R. B. Faxon, secy., New Haven, Ct.

Eastern Canada Nurserymen's Association—E. D. Smith, Winona, Ontario, president.

Eastern Nurserymen's Association—F. F. Rockwell, secy., Bridgeton, N. J.

Illinois Nurserymen's Association—J. A. Young, secy., Aurora, Ill. Jan., 1924.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia. Nov. 12, 1923.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., W. Newbury, Mass., Jan. 1924, Hort'l. Hall, Boston.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo. Jan. 23, 1924, Kansas City, Mo.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo. Dec. 1923.

New England Nurserymen's Association—Donald D. Wyman, sec'y, N. Abington, Mass.

New Jersey Association of Nurserymen—Wm. F. Miller, secy., Gloucester City, N. J.

Northern Nurserymen's Retail Association—C. H. Andrews, secy., Faribault, Minn. December 18-20, 1923, St. Paul, Minn.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y. Feb. 7, 1924, Rochester, N. Y.

Ohio Nurserymen's Association—Clarence Siebenthaler, secy., Dayton, O. Jan. 24, 1924, Columbus, O.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash., Convention, 1924, Yakima, Wash.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rhode Island Nurserymen's Association—H. H. deWildt, secy., 521 Elmwood Ave., Providence, R. I.

Southwestern Nurserymen's Association—Thomas B. Foster, secy., Denton, Tex. Sept. 19-20, 1923, Dallas, Tex.

Southern Nurserymen's Association—O. W. Fraser, secy., Birmingham, Ala. Sept. 1924, Greensboro, N. C.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Nurserymen's Association—George W. Holsinger, secy., Rosedale, Kan. Jan. 23-24, 1924, Kansas City, Mo.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

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Write for our numbered circular.

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Re-rooted Three Year Asparagus Roots For Fall Planting

Finest I ever put out in 25 years of business. Also two-year Asparagus, Rhubarb and Horse Radish roots, Grape vines. Will mail samples of Asparagus roots etc.

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APPLE SEEDLINGS: All Grades Japan and French Pear Seedlings

Our seedlings will be late dug and well matured. Safe arrival and satisfaction guaranteed.

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100,000 Apple Seedl'gs, 1 yr., 3-5 at f7	100,000 Pear Seedlings, 1 yr., 5-7 at f20
200,000 Apple Seedl'gs, 1 yr., 5-7 at f12	100,000 Pear Seedlings, 1 yr., 6-10 at f28
300,000 Apple Seedl'gs, 1 yr., 6-10 at f19	100,000 Pear Seedlings, 1 yr., 7-12 at f40
200,000 Apple Seedl'gs, 1 yr., 7-12 at f25	500,000 Manetti, 1 yr., 5-11 at f35
50,000 Pear Seedlings, 1 yr., 3-5 at f12	200,000 Mahaleb 5-8 at f35

All prices per 1,000, packing at cost. The stocks may be delivered early in autumn.

Our nurseries are on heavy, loamy sand and therefore we deliver very hardy stocks.

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For Trade Publicity in

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AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

Pineapple Pear

(Continued from page 86)

market. It ought to have a great future as a canning pear."

Rimes' Blight-proof Pineapple pear was exhibited last winter at the third annual Fruit Show, at Berkeley, California, and won first prize.

The old original parent tree of this variety, which has been growing in this section for 43 years, is today in a flourishing condition. It produces annually a heavy crop of beautiful pears. During all these years it has grown very close to other well-known varieties, such as Kieffer and LeConte, some as close as fifty feet; and while these other kinds have blighted badly, for many years, the old Pineapple tree has never shown any indications of blight. There are other instances here where the Pineapple pear trees, of various ages, are growing in close proximity to other kinds that are badly infested with blight, but the Pineapple pears maintain their complete resistance to the ravages of this disease. For a number of years the Pineapple pear trees have been tested to determine their non-susceptibility to blight. They have had grafted and budded into them the blighting wood from other varieties, and they have been tested many times, by inoculating them with the pure pear-blight cultures, but in each instance they came through unscathed.

The director of the Georgia Experiment Station says: "We have not been able to blight it either naturally or artificially, and for orchard purposes on any scale, it may be regarded as immune to blight." The trees are very rapid, strong growers, are extremely vigorous, and the fact that the parent tree is now 43 years of age indicates it is a variety that will be of permanent value in our plantings. It blooms early, and on this account should be a good pollinizer for some of the other early bloomers. Here in Georgia they commence to ripen about August 1st. To the North and West, its period of maturity, would of course, be some later than this. Trees here ten years old have produced as high as eighteen bushels to the tree, in a season, while some of the oldest trees have yielded as high as 66 bushels to the tree.

The Pineapple pear thrives in a great diversity of soils, seeming to find the clays and heavy soils as much to its liking as the lighter types of soils, and while as a rule, all pears will stand rather more water in the soil than any other of their orchard associates, a soil that is continually water-soaked is a poor place to plant Pineapple pear tree; but on all types of soils, with good drainage, they will do fine and do well even on the very poorest soils.

Large orchards of Pineapple pears are being established and many will be planted the coming season, especially in those sections where canneries are established.

Rimes' Blight-proof Pineapple pear has come to stay, and is going to help revolutionize fruit growing, especially in those parts of the country where the pear industry has been practically wiped out by the ravages of the blight. It is a good variety to plant in those sections where the blight has not yet made its appearance. Its extreme vigor, blight-resistant qualities, heavy yield, its attractive fruit and its superior qualities as a canning pear, will make an appeal wherever it is planted.

L. J. Farmer, Pulaski, N. Y., last month filed a petition in bankruptcy.

American Association of Nurserymen Officers and Committees, 1923-1924

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Conard Coates Nursery Co., Fresno, Cal., has been incorporated; capital \$75,000.

Cumberland Nurseries, Winchester, Tenn., has added 127 acres to its holdings, making a total of 500 acres.

As we go to press California Nurserymen in large numbers are attending the annual fall flower show at San Francisco.

Raymond R. White who resigned as secretary and director of the Skinner Irrigation Co., Troy, O., announced the formation of White Showers, Inc., to manufacture an irrigating system, with headquarters in Detroit, Mich.

The examination will be held throughout the country on November 7. It is to fill a vacancy under the Bureau of Plant Industry, Department of Agriculture, for duty at the Plant Introduction Garden, Glenn Dale, Md., and vacancies in positions requiring similar qualifications, at entrance salaries ranging from \$1,500 to \$1,800 a year, plus the increase of \$20 a month granted by Congress.

In the office at Richmond, Ind., of Guraey

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SPECIAL COMMITTEE TO MEET ENTOMOLOGISTS AT CINCINNATI 1923 CONVENTION

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Robert Pyle, Chairman, West Grove, Penn.

Henry Hicks, Westbury, Long Island, N. Y.
Ralph T. Olcott, 39 State Street, Rochester, N. Y.

Clarence O. Siebenthaler, Dayton, Ohio.
BROADCASTERS

(To secure new members)
A. McGill, Chairman; C. R. Burr, Bob Chase, Charlie Ferguson, "Honest John" Fraser, R. R. Harris, Lester C. Lovett, C. G. Perkins, "Stubbs."

Hill may be seen fifty handsome prizes won among others, the gold medal awarded by on his superior flowers. He has received, the French Chrysanthemum Society and the French National Rose Society, a silver cup given by the Royal Horticultural Society of Great Britain and the gold medal for the finest American rose, awarded once every five years.

The Northwest Nursery Co., Valley City, N. D., report that trade is affected by local conditions which are below the average.

Incorporations: R. P. Johnstone, Whitneyville, Conn., \$30,000; Bertoff Brothers, Greenwich, Conn., \$100,000; Rosebank Nursery Co., Huntsville, Ala., \$10,000.

J. W. Adams Nursery Co., Springfield, Mass., reports demand good and fall business above the average. The company has added a 15-acre tract for ornamentals.

As is their custom, Mr. and Mrs. E. S. Welch, Mt. Arbor Nurseries, Shenandoah, Ia., the Marshalls of Arlington, Neb., Charles E. Smith and the Harrisons of York, Neb., spent a portion of the summer at Mercer, Wis.

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

Established 1870

HEADQUARTERS for Early Harvest
B. B. root grown.SPECIALIZES IN
AMOR RIVER NORTH PRIVET.
BUNGEI CATALPA.
BIOTAS. Best evergreens for the
great southwest
SHADE TREES. Large stock, all
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ORNAMENTALS. Grown for land-
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Correspondence solicited.

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Headquarters For
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GRAPE VINES
A SPECIALTY

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CURRANTS, GOOSEBERRIES

Best varieties. Well rooted.

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If you missed getting your adv. in the
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NURSERY TRADE BULLETIN.**THE F. E. SCHIFFERLI NURSERIES**

Established 1890

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We offer Grape Vines, Currants, and
Gooseberries in all varieties and grades
for late fall and early spring shipment.
Grown by SCHIFFERLI in "The
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Enough Said

Write For Prices

Budded Roses - Fruit TreesBarberry and Privet, two year stock.
Good stuff. Ask for our prices on any
of the above. When in Newark, call
on us.**Silver Hill Nursery**

Charles E. Kelley, Prop.

Newark, New York State

FOR SALEBerberry Thunbergii, 2 and 3 yr.
Cal. Privet, all sizes.
Apple, good assortment, 2 and 3 yr.
Also Rose, Ampelopsis, Veitchii,
Peaches, Pear, Plum, Asparagus,
Strawberry, Currants and Ornamental
Stock.

Write for price and stock wanted.

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ROCKFALL, CONN.

Woodlawn Nurseries**PEACH PITS**We offer 800 bags 1922 Pits
\$5.00 per 100 lbs.
F.O.B. Rochester

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Profession not overrun
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Crowded with opportu-
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big fees. \$5,000 to \$10,000 in-
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to master under our correspondence methods.
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American Landscape School, 13-F Newark, New York**STRAWBERRY PLANTS**Everbearing and standard varieties.
We grow 5,000,000 to 10,000,000 annual-
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paragus plants; best that is possible to
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Bostic, N. C.**EVERGREENS**For Lining Out
Seedlings and transplants.
Write for our price list.
THE SCOTCH GROVE NURSERY
Est. 1871
SCOTCH GROVE, IOWA.**BUDDED ROSES**General list of strong field grown
varieties. Buy fresh stock direct
from grower. List and price upon
application.**HUDNALL BROS.** Tyler, Texas**QUERCUS PALUSTRIS**
(Pin Oak)**FRAXINUS AMERICANA**
(White Ash)**POPULUS NIGRA FASTIGIATA**
(Lombardy Poplar)**ULMUS MONUMENTALIS**
(Cornish Elm)Ask for our prices before ordering
AUDUBON NURSERYH. VEREAAAL, General Manager
WILMINGTON, P. O. Box 275 N. C.**FOR SALE: six or eight thousand
BUDDED PEACH TREES**
Eight Varieties**THE COVE NURSERY,**
F. B. LINN, LOUISIANA, MO.**RELIABLE PECAN TREES**We offer selected Pecan Trees, pro-
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ful bud selection which insure profit-
able results for the planter. All stand-
ard varieties. Make your reservations
now. We grow other nursery stock,
especially good budded and grafted
Rose Bushes.

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TREE SEEDSSend for catalog listing Tree, Shrub,
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GLASS CLOTHA transparent waterproof fabric as efficient
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yd., 35c; 25 yds. at 35c; 50 yds. at 31c, 100 yds.
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Try it out now and be convinced**Turner Bros., Bladen, Neb.****The Westminster Nursery,**Westminster,
MarylandOffer Peach in assortment, Asparagus
and Rhubarb Plants, California and
Amor River North Privet, Shrubbery
and Evergreens.

Write for prices.

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Under less than yearly term:
\$2.80 Per Month**The American Association of Nurserymen**Is accomplishing much for the Nursery Trade. Practical Departments and Active Committees are at work.
Are YOU a MEMBER? Write **CHARLES SIZEMORE, Sec'y, LOUISIANA, MO.,** for full particulars. **American Association of Nurserymen**
BUILDERS of BEAUTY **American Association of Nurserymen**
BRINGERS of BOUNTY

Pacific Coast Association Policies Reaffirmed and Adopted

The twenty-first annual Convention of the Pacific Coast Association of Nurserymen, which closed July 19 at Boise, Idaho, was well attended and sessions intensely interesting and instructive throughout.

Among the policies re-affirmed and adopted were: To continue to determine market values of Nursery stock based on production costs, supply and demand in order that a price range may prevail accordingly, fair alike to planters and Nurserymen. Definite standards of grades and high quality products to be maintained and it is recommended that prices corresponding to values continue to the close of the selling season. The "season end sales" of Nursery stock was not favored because, as a rule, the practice does not afford satisfaction to either planter or Nurseryman. Nurserymen and reputable dealers, only, are entitled to wholesale rates.

It appeared that uniformity has been lacking, as to the method of figuring bills of trees, some having made the total in each class the rate basis, while others make the total of all classes the rate basis. (Apple trees, pear, cherry, etc., are designated as "classes" and the various kinds in each class "varieties." Therefore, to fix a definite uniform standard, the rule to make total in each class the rate basis was unanimously adopted. Example—A buys 50 trees, consisting of 12 apple, 10 pear, 8 cherry and 20 prune. According to the Nursery price list, apple in dozen lots are 85c each, prune 75c each, while in less than dozen lot pears are \$1 each and cherry \$1.25 each. The total bill on this basis is \$45.20, which is correct, according to the rule adopted. On the other hand, if this bill was figured on the rate basis of total of all classes, then the per 50 price of each would prevail throughout. For instance, apple at 45c, pear 65c, cherry 80c, and prune 55c, total amount of bill, then \$29.30, or a difference short to the Nursery of \$15.90.

It was unanimously recommended that the division point for the quantity rate on fruit trees and berry plants be as follows:

1 to 11 trees take the each rate	50 to 99 trees take the 50 rate
12 to 24 trees take the dozen rate	100 to 499 trees take the 100 rate
25 to 49 trees take the 25 rate	500 to 999 trees take the 500 rate
1000 and up take the 1000 rate	

POLICY FOR TERMS OF SALE AND METHOD FOR DIRECT SHIPMENT TO PLANTERS

It was unanimously recommended that in shipping direct to the planter customer that the C. O. D. plan be generally adopted and that the expression "C. O. D." be conspicuously printed on order blanks and on order acknowledgments to the end that it may become generally known as the customary method of shipment and to be expected by the purchaser, thus making it easier to get prompt payment for stock shipped. This method has been proven practical by several Nurseries.

Regarding matter of deposits on orders when booked, it was recommended that on orders of \$20 or under, a deposit of at least \$2 be asked, and on larger orders a deposit of at least 10%. It is understood that endorsement of this plan by the Association will not make it obligatory for any member to use the plan against his own judgment, but the more nearly unanimous the practice becomes the easier and more successful it will be for all and the Nurseries adopting the method are themselves most highly benefitted, providing their Nursery products and methods are dependable. Also, it is not considered necessary, nor advisable, to turn down any order on account of inability to secure the proposed deposit.

AESTHETIC HORTICULTURE—THE HOME A PICTURE

For several years past the Pacific Coast Association of Nurserymen has endeavored to obtain co-operation generally, on the part of Landscape Architects, in presenting to planters the visualized pictures of homes attractively planted as compared with the plan of selecting individual trees and shrubs, planted promiscuously without definite form of arrangement for any specific surroundings.

At the Boise Convention no less than six leading landscape architects took a prominent part to help devise plans and methods whereby planters first would be imbued with vision of the planted home surrounding as a picture, then proceed to carry out by practical work of planting of trees, shrubs and perennials as time and means afford, aiming to reach some definite objective when perfected. The essential is to make the home an object of pride, attractive and restful and for that reason the picture to be complete should include the principles of unity, proportion, fitness, variety and contrast in plants adapted to conditions as they exist.

Nurserymen are urged to maintain landscape departments which devise and operate to make beautiful home and landscape plantings, materials to be provided accordingly as advised for best results. There is growing demand for the common native trees and shrubs and Nurserymen are cautioned to give scant attention to monstrosities. A list of desirable plant materials, generally desired in landscaping, was submitted and will appear in the Report now being prepared for press.

The Executive Secretary has met with 165 Nurseries, explained the policies and rules of the Association to maintain high quality and uniform standards of production and operation and conferred regarding various individual problems. Nurserymen are urged to make preparation for exhibition at the fall fairs where possible.

Grading cards slightly amending last year's standards will be issued before digging time.

F. W. May was elected president and convention city for 1924 will be Yakima, Wash.

C. A. TONNESON,

Executive Secretary, Burton, Wash.

Alabama Nursery Legislation

Alabama Nurserymen, through their state association, have been active for weeks in endeavoring to adjust the matter of state regulation of Nurseries. A new agricultural bill proposed abolishment of the State Board of Horticulture and provided that the new Board of Agriculture would promulgate all rules and regulations for florists, Nurserymen, seedsmen and allied interests, being absolute in its power as to the defining of diseases and insect pests, the meaning of infestation or infection of trees and plants and the plants that are hosts for the various pests and diseases; that no rule or regulation shall go into effect until after notice of same shall have been announced and the Nurserymen, (through the president or executive committee of their state association) and other interested parties, have had reasonable time to be heard by the State Board of Agriculture in the office of the Commissioner of Agriculture and Industries or other location agreed upon on the proposed rule or regulation.

The following amendment was suggested by the Alabama Nurserymen's Association:

Provided that all rules and regulations shall be formulated by a committee composed of the following members: the Chief of the Division of Plant Industry, the State Pathologist, the State Entomologist, a representative of the State Horticultural Society, a representative of the Gulf Coast Horticultural Society, a representative of the State Florists Association and a representative of the State Nurserymen's Association. These representatives to be selected by their respective organizations and

to hold office until their successors are chosen, and have qualified. The rules and regulations formulated by this committee shall become effective upon approval by the State Board of Agriculture.

The bill provides for an appropriation of \$25,000 for horticultural purposes, as against \$7,500 in the old law.

The incorporation of C. R. Burr & Sons, Manchester, Conn., with a capital stock of \$250,000 is announced. The incorporators are: Clifford R. Burr, Calla C. Burr, George S. Harris, Carrie M. Johnson, of Manchester, and Nehemiah Burr, of Durham.

The Burr Nurseries, widely known, have been developed to one of the largest and most important in the country. Mr. Burr recently returned from France where the corporation has large seedling growing interests. He started the Manchester Nurseries 15 years ago and has been an indefatigable worker. The concern has Nurseries in Middlesex, Tolland and Hartford counties.

Pennsylvania Nurserymen

Members of the Pennsylvania Nurserymen's Association enjoyed their summer outing August 17th in Chester county, visited by automobile the Nurseries of Conard & Jones Co., Rakestraw-Pyle Co., Morris Nurseries and the gardens of Pierre du Pont. At the Longwood Meeting House, a short meeting was presided over by President Jacob W. Root, Manheim. There were speeches by Paul C. Lindley, Pomona, N.

C., F. D. Osmund, New Brunswick, N. J.; George B. Johnson, Adolf Muller, B. F. Barr, J. Howes Humphreys, Dr. C. H. Hadley and others. Among Pennsylvania Nurserymen present were: Wilmer Hoopes, Westchester; Floyd S. Platt, Charles E. Gunn, of Wm. H. Moon Co., Morrisville; Robert Pyle; E. A. Mallett, Conard & Jones Co.; J. F. Jones, Lancaster; P. A. Beckley, H. Riebe, Berryhill Nursery, Harrisburg; George Bullen, DeKalb Nurseries, Norristown; B. F. Barr, Lancaster, William Frankenfield; S. K. Dukensfield, A. G. Carver, Andorra Nurseries, Chestnut Hill; Louis P. Wintzer, West Grove; B. F. Farr, Wyomissing; Edwin W. Thomas, Raymond M. Thomas, Charles L. Thomas, of King of Prussia; S. M. Meehan, William C. Colway, Thomas Meehan & Sons, Germantown. From out of the state there were present: Frank E. Felt, Collingwood, N. J.; E. M. Carmen, Englewood, N. J.; Ludwig Luck, J. H. Roehrs, L. C. and L. J. Robbing and F. Cendrick of Rutherford, N. J.; Ralph E. Perkins, Newark, N. Y.; Lester C. Lovett, Milford, Del.

Oklahoma Nurserymen

The Oklahoma Nurserymen's Association met in convention August 7-8 in Oklahoma City under the direction of President J. W. Black. Reduction of freight rates, beautification of home grounds and a survey of state marketing problems were discussed. The association will meet semi-annually.

To The Trade Only

We grow and sell a general assortment of nursery stock. Strong on **Apple, Pear, Cherry, Plum** and **Prune, Fruit Tree Seedlings, Small Fruit Plants, and Portland Roses.**

Advance Price List now ready. If you do not have it, write and it will be mailed promptly.

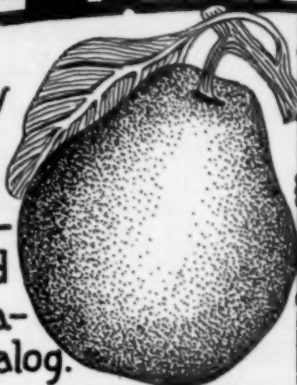
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RIMES' BLIGHT-PROOF- PINEAPPLE PEAR

Extremely prolific. Pineapple odor. Fine keeper and shipper. With customers in 38 States and State Experiment Stations. Illustrated Catalog.



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FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2 1/2 to 4 inches. Nice block of transplanted American Elm 1 1/2 to 3 inches.

Shrubs and Perennial Plants

General Assortment.

W. B. COLE, Painesville, Ohio

Mount Arbor Nurseries

E. S. Welch, President

SHENANDOAH, IOWA

A complete line of general nursery stock for the wholesale trade.

FRUIT TREE STOCKS

TREE SEED

Hundreds of American Growers are supplied by us.

Catalog gladly mailed. Write to-day.

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CONTRACT NOW

For next season's Everbearing Strawberry Plants. None better at any price, none so good at my contract price. Our stock is true to name, unmixed, healthy and bred for vigor and productivity.

Entirely sold out on plants for present delivery.
CURTIS E. BOWMAN, Greenwood, Del.

A NEW BOOK!

NUT GROWING

By **Robert T. Morris**

The latest and only up to date book on the newest and one of the most important branches of Horticulture, giving a broad survey of a rapidly growing industry. Detailed explanation of successful methods of propagation and the new process of grafting with the use of paraffin; illustrated.

An invaluable work for all nut growers.

Price \$2.65, Postpaid

AMERICAN FRUITS PUB'G. CO.

39 State St., BOX 124, Rochester, N. Y.

The Value of Trade Organization Membership

The American Nurseryman repeatedly directs attention to the value of trade organization membership—state, district and national. According to whether a Nurseryman's business is strictly local, or section-wide, he should be a member of a state

Nursery association or of a district association—and of the American Association of Nurserymen.

To the progressive Nurserymen that observation would seem to be superfluous, but experience shows that some progres-

sive Nurserymen apparently have not taken time to study the advantages of association membership.

Generalizations doubtless have been brought to his attention. Now, here are some instances in particular:

SECRETARY'S BULLETIN

American Association of Nurserymen

IMPORTANT

Weight Limit on Express Packages Cancelled

For the past several months the Secretary has been in correspondence with the various express officials in regard to the 300 pounds limit on Nursery stock shipments with the result that same has now been cancelled except as provided for in Rule 16 of the OFFICIAL EXPRESS CLASSIFICATION, which reads as follows:

"Carload or Bulky Shipments"

(Paragraph A) "Property classified herein as first-class or higher, which by reason of its bulk, length, or weight, cannot be loaded or carried in ordinary express car, and for which a special car must be provided, or heavy castings or other shipments of unusual size or weight, originating at or destined to way stations, even though they could be loaded in the ordinary express car, must not be accepted for shipment until the dimensions, the weight and a complete description of the property have been reported to the Superintendent and arrangements have been made by him for handling and forwarding the shipment through to destination, if such arrangements can be made."

(Paragraph B) "When the transportation of a shipment described in Paragraph A of this rule requires the use of an exclusive or special car, application for same must be made by the shipper in writing, and when such exclusive or special car is furnished the minimum charge on the shipment must be the charge on 12,000 pounds at first-class rate."

From the above, you will note your packages of Nursery stock weighing four, five, six and seven hundred pounds, and more, can now be made by express. However, regardless of this, your Secretary would still impress upon the membership and Nurserymen the importance of, as far as possible, holding down the weight of express shipments as by so doing they will meet with less delay and, furthermore, if too many large and bulky shipments commence to move by express it will delay trains and they cannot be properly handled at the smaller stations which may lead to another restriction being placed against such heavy shipments.

Prepayment or Guarantee of Charges on Nursery Stock Shipments

Your Secretary for the last five or six years had called attention to the fact that it was not necessary to prepay charges on Nursery stock shipments as quite a few of the railroad agents had advised the various Nurserymen and required them to pay the charges but, each year, this same question has come up and, during the year just gone by, quite a few of the membership have advised the Secretary that their railroad agents would not accept their shipments unless all charges were prepaid as required by the CLASSIFICATION. For the guidance of the membership and to avoid such trouble or annoyance in the future, we desire to call your attention to Rule 9, Section 2, of CONSOLIDATED FREIGHT CLASSIFICATION NO. 3, which reads as follows:

"Freight on which prepayment is required may, on approval of the general freight department of the carrier with which the freight originates, be forwarded on the guarantee of the shipper that all charges will be paid at destination."

Of course, this does not apply to stations where there is no agent as such charges always have to be prepaid.

Should any of the railroad agents advise the Nurserymen in the future that it is necessary to prepay the charges, simply call their attention to the above rule and section mentioned and you should not have any further trouble.

Consignee To Pay All Freight Charges

Recently it has come to the Secretary that one of the membership had been called upon to pay the freight charges on a collect shipment where the agent at destination for some reason, error or otherwise, had delivered the shipment without collecting the charges and the said railroad company had come upon the shipper for such charges.

On the right hand side of the uniform bill of lading now in effect near the center it reads as follows:

"If this shipment is to be delivered to the consignee without recourse on the consignor, the consignor shall sign the following statement:

The carrier shall not make delivery of this shipment without payment of freight and all other lawful charges.
(See Section 7 of Conditions)

.....
(Signature of Consignor)"

If the Nurserymen will sign their bills of lading in the space shown above they cannot be held liable for any freight charges where the railroad company delivers the shipment and fails to collect for it. Of course, the above does not apply where shipment is refused or unclaimed at destination.

Dormant Everlasting Trees

Someone at the Convention stated that they had had considerable trouble with the Transportation Company regarding evergreen trees and that they could not get them to accept them except as not dormant trees. This question came up during the early part of 1917 and, at that time, the WESTERN CLASSIFICATION COMMITTEE made a ruling that at certain times in the year evergreen trees were as dormant as other Nursery stock and requested the Secretary's opinion in regard to it. The decision made by the WESTERN CLASSIFICATION COMMITTEE at that time reads as follows:

"Regarding the decision made by us on the Evergreen Trees. The question ruled on was as to whether an evergreen tree was dormant in the winter time and I held that it was. The fact that the leaves remain green does not indicate that the sap is running in freezing weather. It depends of course on the time of the year when these shipments are made as to whether they are dormant or are not dormant, like any other class of trees. My position in this matter is backed up by the authority of Luther Burbank. He states that evergreen trees are certainly dormant in cold climates during the winter as during this season the evergreens make no growth and the sap does not circulate, although the evergreen retains its leaves, it is at certain times just as dormant as a peach or apple tree.

There is no question at all but a shipment moving during cold weather as the one did upon which ruling was made, was dormant. Of course there is always room for an argument but I figure that Mr. Burbank was pretty good authority for ruling, that the evergreen tree in the winter time is a dormant tree.

It is our understanding that the evergreen tree family shed their old leaves in the spring or summer after the new foliage has been formed and this of course is not until after the sap has commenced to run."

Since the above ruling was made the Secretary has adjusted quite a few claims for overcharge where they had been billed as not dormant. The Classification people state that according to all authorities on this question, it is impossible to draw a hard and fast line but state that it depends entirely upon the section of the country and the time of movement of such trees.

Robert Cameron, superintendent of Castle Hill Farm, Ipswich, is on tour of large private estates and leading commercial establishments in England and Scotland. He will visit the Shrewsbury and Glasgow exhibitions, and the shows of the Royal Horticultural Society, in London. Mr. Cameron's address before the New England Nurserymen's Association last winter was the basis on which the Association took radical action, as urged by Mr. Cameron, on the subject of bribery in business.

Guy A. Bryant, Princeton Nurseryman, has been appointed on the horticultural committee of the State University's board of trustees. He recently returned from five months' study of tropical plants and culture made in Australia, Tasmania, New Zealand, Samoa and the Hawaiian Islands. He was accompanied on this trip by E. N. Gleason of Oneco, Florida, also a Nurseryman.

Lovett's Nurseries, Little Silver, N. J., report short supply of deciduous trees, shrubs and hedge plants.

Hicks Nurseries, Westbury, N. Y., use the slogan, "It is never too late to plant." This is the title of a 120-page booklet recently issued.

Walter W. Hillenmeyer, Lexington, Ky., is in good health again after four months' serious illness.

See you saw it in AMERICAN NURSERYMAN

CHERRY

TWO YEAR

ONE YEAR

We are now booking orders for fall 1923 and spring 1924. Please let us have your list of wants.

W. C. REED & SON

Vincennes, Indiana

J. H. Skinner & Co.

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— WE OFFER —

APPLE, CHERRY, PEACH, PLUM
and KIEFFER PEAR TREES

APPLE SEEDLINGS

JAPAN PEAR SEEDLINGS

Forest Tree Seedlings:

BLACK LOCUST, HONEY LOCUST
CATALPA SPECIOSA

CAR LOT SHIPMENT

For assorted car, write for prices
or call at the Nursery and see
our growing stock.

SEVERAL MILLION
LINING OUT STOCK

Onarga Nursery Company

CULTRA BROS., MGRS.

Onarga, Illinois

RICE BROTHERS CO.

GENEVA, N. Y.

A General Surplus on
Fruit Trees, Ornamental Trees,
Shrubs and Roses

WRITE FOR PRICES

CHERRY TREES

Sweets on both mazzard and mahaleb
stocks, one and two year.

Sours on mahaleb stocks one and two
year.

Trees grown in a "cherry country"
where both sours and sweets flourish.

WRITE FOR PRICES

J. F. JONES, Lancaster, Pa.

ROSES ROSES ROSES

For Fall 1923 and Spring 1924

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